

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 3.

TO PREVENT "FUTURE" TRADING.

A bill prepared with a view to outlawing transactions in futures was introduced in the Senate at Washington on Wednesday by Senator Cummins of Iowa. The measure proposes to levy a tax of 10 per cent. on all stock exchange and board of trade transactions where sales are made by parties not owning the stocks or commodities they propose to sell.

The bill includes within its scope the sales of capital stocks, bonds or other obligations of corporations, the sales of products of meats, oils or provisions of any character made upon or under the regulations of any stock, cotton, grain or provision exchange or board of trade engaged in substantially the same business.

The Senator explained that he regarded the proposed tax as prohibitive, and instead of raising any revenue for the government, would result in curtailing "gambling" on stock exchanges or similar organizations. The provisions of the bill apply to the stocks and bonds of State corporations as well as interstate Federal laws.

It is provided in section 2 of the bill that a tax of 10 per cent. shall be levied on all options or other forms of contract "on which one person agrees to sell, conditionally or unconditionally, any property described above upon or through any exchange wherein the person giving the option is not the owner of the property covered by the transaction."

Two exemptions from the terms of the bill are named as follows: First, where the sale or contract relates to the product of the soil and the seller is the owner or lessee of the growing crop from which delivery is to be made; second, where the sale or contract relates to meat or provisions and the seller is engaged in the production or manufacture of such, or provisions with a capacity for the production or manufacture of such meat or provisions within the time in which deliveries are to be made.

The tax of 10 per cent., it is provided, shall be computed upon the contract price at which any such property is sold, agreed to be sold or optioned. "If attempt is made to conceal or evade the real price, then the tax shall be 25 per cent. The tax shall be paid quarterly and the commissioner of internal revenue is authorized to make suitable rules and regulations respecting collection. Section 5 provides that if the tax is not paid within ten days after it becomes due there shall be an added penalty of 100 per cent. per quarter, and that the commissioner of internal revenue shall cause to be brought

in the name of the United States suits for the recovery of the taxes, if not paid within 30 days after they become due. The burden of the defense in court shall be upon the defendant, provided the government has introduced prima facie evidence of sale, option or contract of sale.

LOCAL INSPECTION AT SYRACUSE.

An inspection of all wholesale and retail establishments selling meats in the city of Syracuse, N. Y., was favored by the Chamber of Commerce health committee, which met recently to revise the proposed ordinance instituting systematic local meat inspection. The committee also favored a provision by which at least three places for inspection be maintained. These changes are largely in accordance with opinions expressed by butchers at a hearing given on the ordinance by the health committees of the common council and the Chamber of Commerce.

While the amendment will provide for three places of inspection on the main arteries of travel into the city, having been intended originally to catch farmers and peddlers bringing in country meat, the location and time inspection will be made is to be left largely to the discretion of the commissioner of public safety. The committee believes that the ordinance should be broad enough to provide inspection of the refrigerators and warehouses of the Western companies and all meat markets in the city. It is expected that the ordinance will come up for adoption at an early meeting of the common council.

CANADIAN PACKING PLANT BURNED.

The packing plant of P. Burns & Company at Calgary, Alberta, was destroyed by fire on Monday. The loss, including meat in storage, will probably be in excess of \$2,000,000. On account of the low water pressure the fire department was unable to do effective work. The plant was the largest of its kind in Western Canada, from which all the Western cities, including Vancouver, Victoria and the coast cities, draw largely for their meat supply. The property was insured, including the stock in storage, for about \$1,000,000.

Are you in doubt about some practical detail of your business? Write to The National Provisioner about it, and then watch the "Practical Points for the Trade" page. It's page 18.

ANOTHER FOREIGN MEAT SCARE.

Agitation against meat products from America has been revived in Norway, but it has failed to make any headway. Denials of the canards circulated were promptly made by the Norwegian government, and this allayed the public fear aroused by these stories, which were sent from Chicago by a sensational writer evidently in need of the "space money."

The story was merely an echo of those started from time to time, all copied from the pattern of the unknown novel-writer who achieved a passing fame through attacking the largest manufacturing industry in the United States. It was to the effect that Norway was being used as a dumping ground for diseased American meats. It was alleged that much of this meat was horse meat.

Investigation showed that salted beef shipped to Norway had been mistaken by ignorant persons there as horse meat, which added to the scare. Norway's chief of inspection publicly certified that American meats imported into that country were duly inspected, and that they were all right. The American minister at Christiania acted promptly and public suspicion was soon allayed.

OLEOMARGARINE PRODUCTION GROWS.

Official reports of actual production of oleomargarine in the Chicago factories for the month of December shows the heaviest output of the season. The total for December in Chicago was 9,220,400 lbs., of which 8,938,637 lbs. was uncolored. Production of renovated butter at Chicago for the month was 1,677,558 lbs.

A comparison of Chicago oleomargarine production for recent months, as shown by revenue stamp sales, is as follows:

	Pounds.
May	6,338,787
June	5,136,729
July	4,210,038
August	5,159,466
September	5,965,968
October	8,637,542
November	8,030,424
December	9,351,126

The total for eight months at Chicago, as shown by stamp sales, is 52,830,080 lbs., compared to 40,127,346 lbs. for a similar period of 1911, and 58,292,751 lbs. for a similar time in 1910.

Some of the best men in the business have obtained their present positions through a little "Wanted" advertisement on page 48 of The National Provisioner.

MEAT PRODUCERS IN ANNUAL CONVENTION

Oppose Reducing Meat Tariff and Favor Oleomargarine

The sixteenth annual convention of the American National Livestock Association was held on Tuesday and Wednesday of this week at Phoenix, Ariz. This organization represents all the livestock interests of the country, and there was a large and representative attendance at the annual gathering.

Questions of chief interest at this meeting were the proposal to reduce or remove duties on imported meats and livestock, the matter of forest reserves and grazing lands, livestock transportation questions, and the oleomargarine question. Decided action was taken by the convention on all these matters.

In his annual address President Jastro discussed the livestock and meat shortage. The trouble was deeper seated than the tariff, he declared, and he did not believe that the proposed attempt by Congress to cheapen cost of livestock and meat by removal of import duties would have the effect expected. Unsatisfactory range and grazing conditions he believed to be the most potent cause of decrease in livestock production, and he scored the government severely for its failure to act on needed legislation to remedy this trouble.

President Jastro took occasion to refute the misstatements concerning the sale of American beef abroad cheaper than at home. He gave the facts and figures, and said it was "truly amazing that this attempt at deception continues." He showed how seven years ago we exported as much beef as Argentina, but today Argentina sends abroad one hundred times as much beef as we do!

Why There Is a Livestock Shortage.

Concerning the livestock shortage he said:

"The United States has today less livestock per capita than ever in its history. Various reasons have been advanced for its shortage. Indeed, there are many causes which in a greater or less degree have contributed to bring it about. But of all the influences which have tended to lessen the production of livestock in the West, I believe the most potent is the very unsatisfactory range conditions arising out of indiscriminate grazing, and the scramble to secure what is left of the already depleted ranges. There is no business in the country so fraught with harassing and annoying difficulties as the handling of cattle under a free range regime. Therefore, stock men quickly embraced the opportunity to quit the business as soon as prices for stock warranted them in doing so. In my judgment, this is the chief cause why the free range States of the West have so few cattle today.

"Congress is now trying through the removal of the import duty to cheapen the cost of livestock and meat in this country. This may give some temporary relief, and of that I am quite doubtful, but I am certain it will not cure the evil. The trouble is deeper seated than the tariff, and is chargeable to the indifference of Congress to the needs of the West, and to its failure to pass adequate laws protecting and conserving Western ranges.

"It being evident that the shortage of livestock in the West is in a great degree traceable to the present range conditions, I hope our Congress will awaken to a just conception of a situation which we have sought for many years to make plain. The legislation we ask for concerns the East as much as the West; the consumer as well as the producer. It has been pigeonholed in committee rooms long enough. I hope this convention will pass some strong resolutions on this important question, and that you

will follow them up by again sending a strong representative committee to Washington to urge the passage of this much needed legislation."

Sale of Our Beef in England.

On the subject of the false reports concerning the sale of American beef abroad he said:

"During the past year there has frequently appeared in the public press statements to the effect that beef raised in the United States is sold in England at a less price than in this country. This statement is wholly incorrect. The foundation for it probably arises from the misrepresentation practiced by English meat sellers who label beef from Argentina as "States" beef. This is done for the purpose of giving the frozen beef from Argentina a better standing so that it can be sold at a higher price.

"There is no comparison in the quality of prime corn-fed meat raised in this country with the inferior beef shipped from Argentina to England. The difference in the quality is reflected in the price. Frozen beef from Argentina sells in England for a lower price than the native beef or the corn-fed product from the United States. What little fresh beef is now shipped from the United States to England is sold at a much higher price than similar beef in this country.

"It is truly amazing that this attempt at deception continues, in view of the extremely small exports of beef from this country. During the nine months ending September 30, 1912, the total export of fresh meat from the United States was 7,700,000 pounds, valued at \$878,685. Of this amount, only 2,488,000 pounds, valued at \$263,786, were shipped to the United Kingdom. For the same period, the shipment of beef from Argentina was more than a hundred times greater than from the United States.

"In 1905 we exported substantially as much as Argentina. That country has increased its exports threefold, while shipments from the United States have dwindled to insignificant proportions. The price of livestock all over the world has increased; in Argentina as well as in other countries. There is today no surplus of meat products pressing on the markets of the world, for the demand is greater than the supply.

As to effect of removal of duty on livestock and meat prices he said:

"The present world conditions as to the production of livestock are abnormal, compared with the situation of ten years ago, and for that reason the removal of import duty on livestock and meats would not have as much effect on prices as would be the case under normal conditions. It would likely result, as in the case of the removal of duty on hides, when the countries producing a surplus advanced their prices to a parity with those prevailing here.

"When the Canadian reciprocity treaty was being considered in Congress, its advocates claimed that livestock in Canada was higher than in this country, and that the ratification of the treaty would give us a wider market. In our opposition to that treaty we claimed that the contrary was true; and I wish to now report that during the past season many trains of fat cattle from Canada have been marketed at various market centers in this country on which a duty averaging from \$12 to \$15 per head was paid. If cattle had been on the free list the Canadian stockmen would have received just that much more; they would be the only ones to receive any benefit, not the consumer in this country.

"In previous annual addresses I have discussed at some length the question of duty on our products, and I see no reason to change the views I have frequently expressed. It would be a great mistake for Congress to attempt to adjust the duties on our products on the basis of the present abnormal world conditions. It would not

bring the relief sought for, namely, lower prices of meat food products."

Discussing recent attempts to belittle our meat inspection service President Jastro said:

"On April 24, 1912, Congressman Nelson of Wisconsin introduced in the House of Representatives Resolution No. 512, charging gross violations of the meat-inspection bill of 1906, on the part of the officials of the Department of Agriculture and the packers, and demanding an investigation by Congress of the administration of the meat-inspection act by the Bureau of Animal Industry. This resolution was referred to the Committee on Expenditures in the Department of Agriculture to decide whether an official hearing by Congress should be held. The evidence submitted at the preliminary hearing did not support the sensational charges made in the Nelson resolution, and the committee declined to hold any further hearings, and so reported to Congress.

"Our livestock industry is vitally interested in maintaining a thorough inspection of our meat food products in order to insure their wholesomeness, and I am pleased to report that the alleged sensational disclosures promised by the promoters of this attack on our meat food products has amounted to nothing. It was proven that our government maintains a most complete and thorough system of meat inspection, and that our meat products are healthful and wholesome.

"The meat inspection system is for the benefit of the entire country—the consumer as well as the producer—and should continue to be made at the expense of the government, as heretofore. I am pleased to state that there has been no further attempt to place this cost on the livestock industry, and I believe Congress recognizes the wisdom of having the Federal government stand the expense. This is one of the many matters which it is the province of this association to carefully watch."

On the subject of oleomargarine he said:

"The prohibitive tax on oleomargarine is still in effect. Many hearings have been held on House Bill No. 20281, which provides for reduction in the tax on colored oleomargarine from ten cents to two cents, and an increase in the tax on uncolored oleomargarine from one-fourth of a cent to two cents per pound. The present law is practically unenforceable, and the officials of the Internal Revenue Bureau heartily approve of this bill.

"Oleomargarine is a wholesome product; it costs less than butter, and its manufacture should be encouraged instead of prohibited because it would tend to a reduction in the cost of living. The Committee on Agriculture of the House of Representatives has favorably reported on this bill, and it is believed that it will pass at the present session of Congress."

The convention was welcomed by Governor Hunt of Arizona and other notables, and an elaborate entertainment programme was carried out. Among the addresses delivered during the meeting were the following: "Administration of Grazing on Our National Forests," A. F. Potter, assistant forester, Washington, D. C.; "Some Results of Organization," Dwight B. Heard, Phoenix, Ariz.; "American National Livestock Association—Past and Present," Hon. John W. Spinger, Denver, Colo.; "Tariff on Livestock and Meat Food Products," Hon. Sam H. Cowan, Fort Worth, Tex.; "Livestock in San Francisco in 1915," D. O. Lively, Commissioner Livestock Department, Panama-Pacific International Exposition; "Co-operation," A. F. Stryker, secretary, Omaha Livestock Exchange, Omaha, Neb.; "Some Problems in the Restoration of Arid Grazing Ranges," Prof. J. J. Thornber, botanist, Arizona Experiment Station, Tucson.

(Continued on page 28.)

VALUE OF VARIOUS CUTS OF BEEF

Knowledge Which May Help to Reduce Living Cost

By L. D. HALL, Assistant Chief in Animal Husbandry, and A. D. EMMETT, Assistant Chief in Animal Nutrition, University of Illinois Agricultural Experiment Station.

(Continued from last week.)

[EDITOR'S NOTE.—This series of articles reports the salient points in an investigation which strikingly sustains the claims of the meat trade as to the value of the cheaper cuts of beef. It is something that should be brought to the attention of those who complain of high meat prices, and yet insist upon buying nothing but costly beef cuts.]

In previous issues the general plan of testing the value of various beef cuts was explained, and a report of the slaughter tests on selected animals was given. The chemical composition of the meat was also described. Description and illustrations were given of the retail loin, rib, round and chuck cuts, plate, flank, fore shank, etc. The relative economy of the retail cuts was also discussed.]

Conclusions of the Investigators.

The relative efficiency of different types of cattle or systems of production cannot be accurately compared without considering the adaptability of the beef to the purpose for which it is used.

Those who would buy meats most intelligently must know the nature of the different cuts, especially with reference to the proportions of lean meat, fat and bone they contain, and the food value of edible meat cut from different parts of the carcass.

It is highly essential to the entire beef cattle industry, on the one hand, and the economic welfare of the beef-eating public, on the other, that a more intelligent understanding of the different cuts of meat be acquired by consumers generally.

The slaughter tests showed the following:

Dressed Beef.—The proportion of chilled dressed beef to live weight yielded by the two choice steers used in these investigations was 60.36 and 60.88 per cent., respectively, and that of the prime steer was 63.97 per cent.

Internal Fat.—The killing fats yielded by the three steers were 5.15, 5.97 and 4.71 per cent., respectively (live weight basis). Notwithstanding the high condition of Steer No. 3, this animal yielded the lowest percentage of internal fat, including marked efficiency for beef production.

Hides.—The yields of hides were 7.48, 6.51 and 6.43 per cent., respectively (live weight basis).

Offal.—Steer No. 1 yielded the largest proportion of head, feet, tail, tongue, heart, liver, lungs, trachea, paunch, intestines and spleen. Steer No. 3 had the smallest relative weight of offal.

In the tests on wholesale cuts the following were the results:

Per Cent. Yield.—Average yields of straight cuts were: Loins, 16.76 per cent.; ribs, 9.77; rounds, 21.78; chucks, 21.89; plates, 15.63; flanks, 5.15; fore shanks, 4.97, and kidney suet, 4.06.

Lean, Fat and Bone.—The proportion of lean in the various straight wholesale cuts varied from about one-third in the flank to about two-thirds in the chuck; the extreme percentages of visible fat were 11 per cent. in the shank and 63 per cent. in the flank; and the percentage of bone ranged from practically nothing in the flank to 40 per cent. in the shank.

In general, the cuts containing a large percentage of lean had a small percentage of visible fat, and vice versa, while the relative weight of bone was more variable.

The relative amounts of lean, visible fat, and bone in the hind and forequarters were as follows: Hindquarter, 54.42 per cent. lean, 34.55 per cent. visible fat, and 10.71 per cent. bone; forequarter, 59.12 per cent. lean, 26.69 per cent. visible fat, and 13.73 per cent. bone.

The three sides of beef used in this experiment averaged about 57 per cent. lean meat, 30 per cent. visible fat, and 12 per cent. bone.

Relative Economy.—The net cost per pound of lean meat is, in general, greatest in the cuts which command the highest prices, and vice versa. Further, the more expensive the cut, the greater the cost per pound of visible fat and lean combined. Thus the relative food values of the various cuts do not correspond to their market prices, the cheaper cuts being by far the more economical sources both of lean and of total edible meat.

(To be continued.)

AMMONIA PRODUCTION IN 1912.

According to preliminary figures received, the production of ammonia in United States during 1912 reduced to its sulphate equivalent was 155,000 short tons. Of this probably 75 per cent. was produced by the coke by-product plants, and the balance by the bone-black and coal gas industries.

The figures covering the 1912 production permit the following comparison on domestic production: 1908, 83,400 tons; 1909, 106,500 tons; 1910, 116,000 tons; 1911, 127,000 tons; 1912, 155,000 tons. The increase in 1912 over 1911 was 28,000 tons, as against an increase of 11,000 tons for the previous year. The increase is due solely to the larger operations of the coke by-product industry, as the bone-black and coal gas sources of ammonia appear to be on the decline.—American Fertilizer.

PHILADELPHIA'S MEAT PACKING.

In a volume recently issued by the Philadelphia Commercial Museum setting forth that city's manufacturing features, it is found that the slaughtering and meat packing industry takes twelfth place, which is a high rank considering the immensity of some industries located there, and the fact that the city has not been ranked generally as a packing point of leading prominence. The census figures for 1909 show that the meat industry in Philadelphia produced 22 million dollars' worth of products in that year. The trade knows that some of the most active and progressive packers in the country are located in the Quaker City, but their proverbial modesty has left it to the United States Census Bureau to call attention to the magnitude of their operations.

Packhouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.

SOYA BEANS IN MEAT PRODUCTION.

Inquiries have come to The National Provisioner from packers in the Northwest concerning the practicability of soya beans and their by-products as a feed for livestock. The importation of these products from Manchuria to Pacific Coast points, due primarily to scarcity and high cost of competing products, aroused Western interest in the soya bean and its by-products.

One Western packer interested in promoting meat production in his territory asked The National Provisioner if soya beans could be raised in his section, and how they compared with other livestock feeds. One of the recognized authorities on the subject of feeding is Dr. Andrew M. Soule, president of the Georgia College of Agriculture, and he has given his views on the subject as follows:

Editor The National Provisioner:

Soya beans can be grown in practically all parts of the United States. Of course, the seed must be selected with care to meet the peculiar soil and climatic conditions the crop is to be grown under. Varieties useful to the north should have been produced there for some years and selected so as to adapt themselves to the short growing season.

There are many varieties of soya beans on the market, and several of them are well adapted for general growth. This crop is produced to perfection in parts of China and Japan, and large quantities of the seed are now exported from Manchuria. The oil is extracted and the meal fed very much as cotton seed, linseed and other kinds of meal obtained from oil-bearing seeds.

Soya beans may be sown broadcast or grown in drills. When grown in drills they probably produce the largest yield of grain and can be cut with the corn harvester or the mower. They are easier to cure for hay than cowpeas, and make a quality of hay which, while much coarser than alfalfa, has a very high feeding value, and in the few tests made has compared favorably with alfalfa hay when fed to beef and dairy cattle.

The meal is considered nearly equal in feeding value to cottonseed meal, though it produces a very soft butter, and on that account can not be used as the exclusive concentrate for dairy cows. When combined with cottonseed meal, which has the peculiar effect of hardening the butter, excellent results are obtained.

Soya beans produce an unusually fine crop for grazing down by hogs, and when fed in combination with middlings in the proportion of 90 parts of middlings and 10 parts of soya beans, excellent results are obtained as a fattening and finishing ration for hogs. Another excellent combination to feed hogs is two parts of corn to one part of soya bean meal.

Next to the peanut, the soya bean has proved to be one of the cheapest ways of producing pork on grazing crops. Soya beans and shelled corn in equal parts were found superior in tests made at the Wisconsin station to oats and shelled corn in the finishing of lambs. Not only were the gains larger for a given amount of feed, but the wool clip was improved. Soya beans should, as a rule, be fed in combination with other forms of grain, as these results clearly indicate.

The yield of grain varieties from 12 to 25 bushels per acre, depending on the variety selected, seasonal conditions and the natural fertility of the land. There is no reason why this crop should not be grown extensively as a grazing crop for hogs, as a hay crop on stock and dairy farms, or used as a grain adjunct for the balancing up and improving of rations of corn and other cereals which may be produced in abundance in some sections of the country, but do not contain sufficient protein to furnish an ideal ration.

Yours respectfully,

ANDREW M. SOULE,
President.

PRACTICAL POINTS FOR THE TRADE

ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

TEST ON FRANKFURTER SAUSAGE.

A test on frankfurters was as follows: The ingredients used were weasand meat, 10 lbs.; head trimmings, 20 lbs.; jowl meat, 50 lbs.; beef trimmings, 50 lbs.; hog cheek meat, 30 lbs.; pluck meat, 10 lbs. All this was fresh, and there was also 20 lbs. pickled pork used. Sausage flour, 4 lbs.; salt, 3 lbs.; saltpeter, 4 ozs.; white pepper, 12 ozs.; coriander seed, 1 oz.; mace, 1 oz.; gelatine, 1 lb. Sheep casings, 4 bundles, at 60c. per bundle. Labor figured at 1/2c. per pound of finished product, and boxing 1/4c. per pound. This particular batch showed a selling weight of 270 lbs., at a net cost of 4.29c. per pound, which, with 20 per cent. added for administrative and other expenses, makes a selling cost of 5.14c. per pound, or a selling price around 6c. Frankfurters may be figured to shrink from green stuffed weight to smoked weight from 12 to 15 per cent.

Another test showed a selling cost of 6.04c., including material, manufacturing, boxing, administrative and other costs.

MONEY IN CATTLE HEADS AND FEET.

A slaughterer, evidently desirous of putting his business on a better and more profitable basis, writes as follows:

Editor The National Provisioner:

Can you tell me what I can make out of heads and feet from my cattle killing if I work them up fully?

Cattle heads and feet, properly manipulated, yield quite a list of valuable by-products. The bones, comprising the round and flat shins and knuckles, should be cooked so as to extract all the grease, but not so as to destroy the value of the bone for manufacturing purposes. This means that the

boiling point should never be reached, around 200 deg. Fahr. being the most satisfactory temperature for cooking. The proper storage for such bones is another vital point.

Figured per head of cattle killed, the following weights will be found a fair average. Round shin bones will run from 1 to 1 1/4 pounds; flats, 3/4 to 1 pound; knuckles, 2 1/2 to 2 3/4 pounds. At present they are worth, respectively, about 4 1/2, 3 1/2 and 1 1/2 cents per pound.

Hoofs will run from 1 1/4 to 2 pounds per head, and are worth, on a basis of 95 per cent. black hoofs, about 1 1/2 cents per pound.

Horns will run about 1/2 pound per head, and are worth about \$250 per ton, or 12 1/2 cents per pound.

Skulls average 4 to 4 1/4 pounds per head, and jaws from 2 to 2 1/4 pounds, and both are worth about 1 1/2 cents per pound.

Neatsfoot oil will average about 1 pound per head, and is worth about 8 1/2 cents per pound. Bone grease runs about 1 pound per head, and is worth about 6 cents per pound. Brains run from 1/2 to 3/4 pound per head, and are worth from 10 to 15 cents per head. Glue stock will run 1 1/4 to 2 pounds per head, at 1 1/2 to 1 3/4 cents per pound.

Cheek and other head meat will average 5 pounds per head, and is worth about 9 cents per pound. Tallow will yield from 1 1/2 to 2 pounds per head, at 7 cents per pound, and tankage 1 cent per head.

These items are based on the weights given, and at present prices show an aggregate of from \$1 to \$1.25 per head. There is nothing about the working up of these products that any packer or slaughterer cannot accomplish. It is merely a question of getting all there is in the proposition, which indeed should be the case throughout the entire process of handling cattle and their products.

TO MAKE GOOD SAUSAGE.

(Continued from last week.)

Sausages are almost always cooked in water-jacketed kettles, having steam and water connections for regulating the tem-

perature. This is the preferable way. These kettles having a double shell extending around the bottom, sides and ends, allow the water to circulate through this space, thus ensuring an equal distribution of heat throughout the contents of the kettle. With these a uniformly cooked sausage is obtained. Kettles of this description may be obtained in different forms and sizes, with capacities of fifty gallons and upward.

The time required for cooking sausages varies with their nature. Specific instructions for each kind are generally given with the recipes.

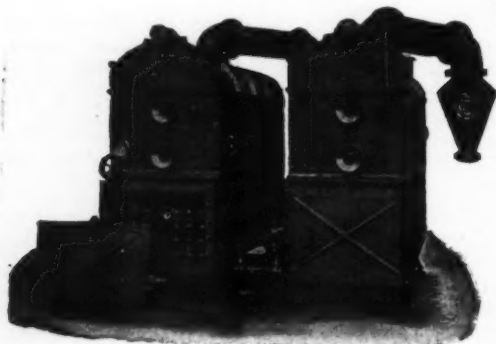
The fat and grease which boil out of sausages while cooking should be carefully skimmed off and saved. If not impregnated too strongly with the spice odors, small portions may be added from time to time to rendered lard, provided this is permitted under meat inspection rules. If the skimmings should, however, be too highly spiced or aromatic, their proper place is in with the grease.

Skimmed grease from the cooking vat or kettle has always more or less water removed with it. This mixed water and grease should be separated at the earliest possible moment, for when it remains in this condition even for a very short time the mixture becomes sour or fermented, thus destroying the availability of the grease for lard. If not convenient to separate this at once, the mixture may be held in good condition for a limited period by keeping it hot; but the sooner separated, the better will be the condition of the grease. This grease may then be bleached and sold at a better figure than if left in its original condition.

(To be continued.)

WANT A GOOD POSITION?

Are you a salesman, manager, superintendent, foreman or stock keeper out of a job? Watch page 48 for good openings. Almost every week some packer advertises on that page for a man. Such chances do not remain open long; look them up, it will be worth your while. Or, if you want a position, why not advertise yourself?



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THE TARIFF ON MEATS

Tariff revision hearings have begun before the Ways and Means Committee of the House at Washington, with a view to preparing data upon which the special session of the next Congress may act when it is called to meet by the new Chief Executive. This is commendable forethought. The sooner this tariff matter is settled the better the country will be pleased.

One of the hearings will have to do with the schedule in which livestock and meats and meat products are to be found. The date has been set, and it is presumed that those favoring a reduction or removal of such duties will be ready with their arguments, as well as those who oppose such reduction.

The trade will await with interest the presentation of the case in favor of a removal of the duty on meats. Those who favor free meats seem to believe that therein lies the solution of the problem of high meat prices. "Take the duty off of meats, and meat prices must fall," is their theory.

It will be interesting to note whether they bring forward in support of their argument the case of free hides. "Take the duty off of hides, and leather and shoes will be cheaper," said they a few years ago, when the tariff last was undergoing revision. The duty was taken off. Are shoes and leather cheaper? Are hides cheaper or more plentiful because there is no duty and they can be imported free?

Let the advocates of free meats give this interesting and valuable information to the House Committee at the forthcoming hearing. The hide and the beef both come off the same critter.

MOTOR TRUCK EFFICIENCY

Margins are so narrow and conditions so precarious in the meat industry that the packer is forever looking for means to reduce operating expense and increase efficiency, as well as yield of product. Nowhere has there appeared a better opportunity in this regard than in the trucking and delivery departments, vital and vulnerable points in a trade where the product is perishable. That is one reason why the packer has become a close and eager student of motor vehicle development.

A manufacturer of motor trucks has collected some astonishing records of the service of his trucks in various cities. An interesting case is the city of St. Paul, Minn., on account of its hilly nature and the severity of the winters. In St. Paul there are thirty trucks of this particular make in service, ranging in capacity from 1,500 pounds to three tons, no four or five-ton trucks of this kind having been sold in that city. These thirty trucks sent 145 delivery horses to the discard. They travel an aggregate daily mileage of 1,566, making 3,537 deliveries.

The most significant feature of the case, and the most gratifying from the standpoint of the truck user, is the comparative average of initial investment. The trucks, including several specially-designed bodies, represent a total cost of \$65,800. The horses replaced, including wagons, harness, blankets, etc., represented a layout of \$62,150. This slight difference in first cost, taken in connection with the ability of the trucks to more than double their present mileage if worked a sufficient number of hours, is food for thought.

TRICHINOSIS DIFFICULTIES

Considerable publicity has been given of late to alleged dangers from eating trichinosis pork. The newspapers have treated the matter sensationally, and as of importance equal to the tuberculosis problem. This is a view ridiculously out of proportion to the true state of the case, but its promulgation has served to frighten a whole lot of people who

will never be in greater danger of contracting trichinosis than they are of jungle fever in the Arctic regions.

Trichinosis is contracted by eating uncooked pork. It has been prevalent in European countries where this habit has been in vogue, but cases of it have been very rare in this country. Recent heavy immigration has brought in many of these raw pork eaters, and cases of this disease have again appeared. The result has been a somewhat overdone agitation which has resulted in a demand for Government inspection of all pork microscopically, since this is the only way in which trichinae in pork can be discovered.

In his last annual report the Chief of the Federal Meat Inspection Service discusses this situation. He says it would cost at least four million dollars a year to examine microscopically the hog slaughter of the country now under Government inspection. This is one-third more than the total present cost of the entire Federal meat inspection. Were it a question of the health of the people in general, or even of a considerable portion of them, no one would dare advance the argument of expense in opposition to the proposed microscopic inspection. But when cases of this disease are proportionately so rare, and when it is due to a habit which most intelligent persons regard with disgust, and which health authorities discourage, the proposition assumes a different aspect. Such an enormous increase in inspection cost is not justified under the circumstances, nor is the packinghouse industry willing to submit without protest to the delays and hardship which would ensue as a result of general microscopic inspection of pork.

But Chief Melvin suggests a solution of the difficulty. If some people will insist on eating raw pork, he says it may be feasible to inspect that pork. That is, raw pork eaters demand it in certain forms, such as varieties of cured ham. Let the pork intended for such demand be inspected microscopically.

"While the microscopic inspection of pork for trichinae will not absolutely detect all infected meat," says Dr. Melvin, "it would probably detect the majority of infected cases, and in that way would greatly reduce the danger of infection. It seems necessary, therefore, that even if all pork is not to be microscopically inspected, that which is intended to be eaten without cooking should be so inspected."

At the last session of Congress President Taft sent in a message recommending an appropriation for such a purpose. It would seem to be the only way to remedy this difficulty. Medical authorities continue to point out the danger of eating uncooked pork, and if people will eat it they should be made to pay the cost of an inspection which will protect them as far as possible.

TRADE GLEANINGS

E. E. Saunders & Co., Pensacola, Fla., have ordered machinery for their new glue factory.

The erection of a fertilizer mixing plant is contemplated by J. M. Moates at Devereux, Ga.

Kansas City, Mo., has voted a \$500,000 bond issue to purchase sites and erect garbage disposal plants.

The Caldwell Oil Mill Company, Caldwell, Tex., will increase its capital stock from \$20,000 to \$40,000.

The Brazos Valley Oil Company, Waco, Tex., is reported as having purchased a site 100 x 165 and will establish a plant.

The Lawrenceville Fertilizer Company, Lawrenceville, Ga., is being organized by A. T. Green, I. L. Oakes and T. R. Martin.

The recently incorporated Acid and Chemical Fertilizer Company will probably erect a fertilizer plant at Kingston, Canada.

The warehouse of Wm. Morrison & Company at Norwalk, O., containing a large amount of hides, has been destroyed by fire.

Libby, McNeil & Libby will shortly commence the erection of a large canning plant at Thirty-first and R streets, Sacramento, Cal.

W. H. Lyle, president of the Chamber of Commerce at Live Oak, Fla., is interested in the establishment of a fertilizer mixing plant at that place.

J. S. Young & Company, of Hanover, Pa., has been incorporated with a capital stock of \$15,000 to engage in the extract business for tanning.

Work on the erection of the tanning extract plant of the Holston Extract Company, recently burned at Bristol, Tenn., has been commenced.

Kullman, Salz & Company, Benicia, Cal., have filed articles of incorporation with a capital stock of \$1,000,000. The concern will conduct a tannery business.

The packing plant of P. Burns & Company at Calgary, Canada, has been totally destroyed by fire. The loss, including meat in cold storage, will probably be around \$2,000,000.

The Halstead Bondholders, Inc., Jersey City, N. J., has been incorporated to manu-

facture lard, lard oil, etc., with a capital stock of \$140,000 by F. S. Fisher, S. S. Moore and E. A. Markley.

The Beechnut Packing Company, of Canajoharie, N. J., distributed over \$3,000 in holiday gifts to its employees and also with the new year has organized a sick, accident and death benefit association.

The Columbia Oil Company, Louisville, Ky., has been incorporated with a capital stock of \$100,000 by Oscar Fenley and others. This company will be a holding company for the Victor Cotton Oil Company, and will resume operation of plant.

NEW PLANS FOR DOLD COMPANY.

Announcement was made in the last issue of The National Provisioner concerning the change in control of the Jacob Dold Packing Company, of Buffalo, N. Y., Kansas City and Wichita, Kan. By this change President J. C. Dold and his backers acquire the ownership of all the interest in the company.

Among the changes effected, Mr. Dold, as president and general manager, has surrounded himself with a "managing committee" to divide with him the heavy and increasing responsibilities of this growing business. This committee is composed of the president, J. C. Dold; the general sales manager, F. K. McFall; the credit manager, J. J. Dolphin; the general auditor, J. L. Carson; the export manager, J. G. Cownie; and the superintendent, J. J. Cuff, all of whom are experienced practical men who have held important positions with the company for many years. These in turn are members, together with a dozen or so of the managers and heads of departments, of the "executive council," which meets regularly to discuss and suggest to the managing committee any important features of their department and new ideas for the general benefit of the business.

In order to encourage and inspire the younger element of the business force, Mr. Dold is forming a "Junior Council," composed of assistant managers and those in

charge of the smaller departments, who in turn will meet weekly and act in an advisory capacity to the executive council in the minor affairs and details arising in their departments. These features, together with the "foremen's council," which meets regularly with the superintendent once each week for a general discussion, form a novel and effective method for combining into a harmonious and effective whole the best thought and energy of the entire business organization.

A system of bonus dividends recently put in operation provides for a certain graduated percentage of the annual profits set aside and divided by fixed percentages among the members of the managing committee and executive council. A similar bonus dividend is being arranged for the traveling men and salaried agents comprising the field force.

The president, J. C. Dold, assumes general direction over the administrative and financial end of the business, besides keeping a close supervision over the operative details throughout the Buffalo plant. The plant at Wichita continues under the management of Fred W. Dold, who has been at the head of the Western business for a number of years. The livestock department is managed by C. H. Dold, while E. F. Dold is to be manager of the Buffalo wholesale business. The oldest son of the president, J. Paul Dold, has supervision over the shipping and order end of the business. Phil B. Dold was assigned by the directors to assist in the management of the Wichita business.

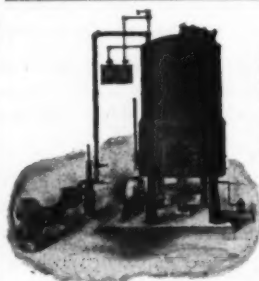
A FAT YEAR.

The premium on prime heavy cattle is disappearing. It was due to the abnormal scarcity of choice corn-fed beefs, and that kind is not going to be so rare in the markets of 1913. Pretty good fat cattle are forming a larger and constantly growing percentage of the total receipts. Nearly all cattle are showing the effects of the abundant corn crop. Before long the half-fat light steers and other cattle suitable for the ordinary butcher trade will sell high in comparison with the better grades of steers.

There is going to be a shortage of cattle that are not fat or even half fat. In the hog market light stuff now commands a substantial premium over heavy, considering the difference in yields of the two kinds. Weighty lambs and sheep are already at a discount, while sheep sell \$4 per cwt. below lambs partly for the reason of less weight but more because of fashion or prejudice.

Last year was a lean one in the condition of livestock. This year will be a fat one through the transformation of abundant corn into fat on the ribs of everything in the feed-lot. But with all the weight made by plenty of feed there is no prospect of cheap cattle, hogs or lambs. The country needs and will take everything that makes meat at a fair price this year.—National Stockman and Farmer.

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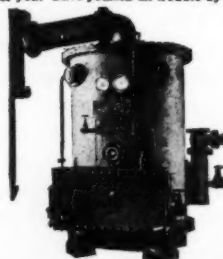
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ADDED VALUE OF MOTOR TRUCKS.

The number of horses replaced by a motor truck does not always tell the whole story of the truck's superiority. An instance in point is two KisselKar trucks, the first of one and the other of two-ton capacity, in the service of the Woonsocket Wholesale Grocery Company of Woonsocket, R. I. These two trucks took the place of three teams of horses, which covered about 42 miles a day between them. The trucks, besides doing this work, have taken on enough additional duty so that their record totals more than 100 miles daily. Suburban and interurban runs that were not made by the horses have been profitably added to the firm's delivery service.

TO MAKE MONEY OUT OF GREASE.

"Boss" sanitary tanks convert offal into valuable grease and fertilizer in a perfect, sanitary manner, say the makers. Nine of the large size "Boss" sanitary tanks are in daily operation in Cincinnati. They are indorsed and recommended by the health officers, and their users are highly pleased with their profitable earnings. The Cincinnati Butchers' Supply Company is installing "Boss" sanitary tanks in the municipal abattoir of the city of Winston-Salem, N. C., for the Pontiac Abattoir Company, Pontiac, Mich., and the Dryfus Packing Company, Lafayette, Ind. Those interested in such up-to-date money-making machinery can get all information by addressing The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

NEW PLANT OF JOHNS-MANVILLE CO.

The completion of the new plant of the H. W. Johns-Manville Company at Manville, N. J., marks another important chapter in the history of this concern. Beginning with the consolidation of the H. W. Johns Mfg. Company and the Manville Covering Company, in 1901, the H. W. Johns-Manville Company has grown by leaps and bounds, until today it ranks as the largest concern in the world engaged in the manufacture of asbestos and magnesia products.

They have branch houses in practically every city of prominence in the United States and Canada, and representatives in almost all foreign countries. Their manufacturing plants are located in Brooklyn, N. Y., Milwaukee, Wis., West Milwaukee, Wis., Hart-

ford, Conn., Nashua, N. H., Lockport, N. Y., Jersey City, N. J., and an asphalt refinery at South Amboy, N. J. Their asbestos mines at Danville, Providence of Quebec, Canada, are the largest in existence, and acknowledged to produce the finest grade of asbestos known.

The new Manville plant consists of nine buildings, which, together with their products, are classified as follows: textile and packing, rubber plant, electrical specialties and printing department; pipe coverings, paper mill, magnesia, roofing, mastic and

is an entire absence of the crowding and confusion which, in many factories serves to hamper the operators in their work.

Each building has an average length of 1,000 feet, and is a separate factory in itself, capable of being operated as an independent unit without relation to the other buildings in the group. The total combined floor area of all the buildings is about 1,000,000 square feet.

Power is furnished by the company's power plant, which consists of the latest type of



H. W. JOHNS-MANVILLE CO.'S NEW PLANT AT MANVILLE, NEW JERSEY.

waterproofing, roofing coatings, power plant and pump house.

These buildings represent the most advanced ideas in fireproof construction, being of brick, steel and concrete, with roofs of J-M asbestos roofing. They are planned not only for safety, but to afford the best operating conditions for the employees. The "day-light" form of construction, which is employed throughout, permits a flood of light to enter the buildings through large triple-unit windows placed close together. The walls, ceilings and uprights are coated with J-M fireproof cold-water paint. Artificial illumination is provided in the form of J-M linolite lamps and Frink reflectors.

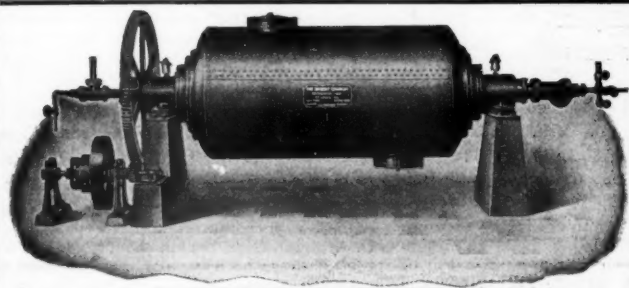
The hygienic conditions of this plant are said to be ideal. Healthful ventilation is furnished by means of steel ventilating sash, which provides a constant supply of fresh air without causing drafts. Owing to the judicious arrangement of the machinery, there

General Electric turbo generators and six high-pressure water-tube boilers aggregating 5,000 horse-power. All steam pipes are insulated with J-M asbestos-sponge felted covering, in order to effect a maximum saving of fuel. The power and lighting cables, instead of being strung on overhead poles, as is generally the case in factory installations, are led underground through J-M fibre conduit, thereby eliminating cable troubles for all time. The buildings are heated by exhaust steam conveyed underground from the power plant through pipes laid in J-M sectional conduit.

About 3,000 men will be employed at this new plant, making a total of about 7,000 who are now employed by this company.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.

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ICE AND REFRIGERATION

NEW CORPORATIONS.

El Reno, Okla.—The Trulock Ice Company has been incorporated with a capital stock of \$30,000 by R. S. Trulock and others.

St. Jo, Tex.—The St. Jo Creamery Company has been incorporated with a capital stock of \$15,000 by J. R. Wyley, C. W. Gass and L. Fulton.

Greensboro, N. C.—The People's Ice and Cold Storage Corporation has been incorporated with \$75,000 capital stock by E. C. Sykes, H. Gardiner, J. R. Hughes and others.

ICE NOTES.

Palatka, Fla.—The new cold storage plant is nearing completion.

St. James, Fla.—The Sisal Hemp and Development Company is installing an ice plant.

Lancaster, Ky.—The Bluegrass Dairy and Ice Company will establish an ice plant.

Franklin, Tex.—A 6-ton ice factory is to be erected here by Jas. W. Guynes.

Keyser, W. Va.—W. B. Woolf will organize a company and erect an ice plant.

Spartanburg, S. C.—The Purity Ice Cream Company will establish an ice cream plant.

So. Bethlehem, Pa.—The Lehigh Valley Railroad Company has awarded contract for the erection of an ice house at Sayre, Pa.

New Orleans, La.—The United Fruit Company will erect ice and precooling plants for bananas at a cost of \$200,000.

Charleston, S. C.—The Consumers' Ice Company has increased its capital stock from \$75,000 to \$150,000, and will enlarge its plant.

Memphis, Tenn.—The Merchants' Ice and Cold Storage Company will erect an ice and cold storage plant on site recently purchased.

Henderson, Ky.—The Henderson Mining and Manufacturing Company has approved plans for the erection of a cold storage plant to cost \$10,000.

Elkins, W. Va.—The Elkins Provision and Storage Company will remodel and equip as a cold storage plant the building of the Elkins Brewing Company.

St. Louis, Mo.—The Griesedieck Brothers' Brewing Company has applied for authority to increase its capital stock from \$150,000 to \$250,000.

Little Rock, Ark.—The Tait-Nordmeyer Engineering Company has received contract for the installation of a refrigerating plant in the City Market and Arcade Company's new market.

REFRIGERATION EXPOSITION.

It has been previously announced that during the third International Congress of Refrigeration in the month of September, 1913, there will be an Exposition of Refrigeration held. Arrangements have now been perfected and the association thoroughly organized for the holding of this exposition in the immense amphitheatre at 42nd and Halsted streets in Chicago.

This is the largest building of its kind in Chicago. Equipped with trackage connection with all of the railways entering Chicago and having tracks directly in the building, the possibilities are magnificent for a spectacular exhibition of everything pertaining to refrigeration—cars, machinery of all sorts in active operation, fruits, game, poultry, meats, vegetables, eggs, butter and cheese.

It is believed that a study of refrigerating methods will prove of inestimable educational value to producer and consumer, while marketing can be elaborated in a manner never before undertaken. With the 500 or 600 delegates from Europe and South American countries and innumerable kindred conventions of American ice makers, meat packers, poultry, game, butter, egg people and many others, nothing equaling the importance of this Exposition has been undertaken since the World's Fair.

The officers and directors of this exposition are men long associated with the several branches of commercial activity closely allied with advancement in refrigeration: President pro tem, William L. Wagner; vice-president, Frank L. Nickerson; general manager, William E. Skinner, with office at 819 Exchange ave., Chicago. Directors, including the before-mentioned gentlemen, are Theo. O. Vilter, John S. Field, F. S. Pillsbury, Arthur Meeker, H. C. Gardner, C. M. Secrist, George E. Haskell, A. D. White and H. W. Hart.

PROGRESS IN REFRIGERATION.

At the recent meeting of the American Society of Refrigerating Engineers the president, Thomas Shipley of York, Pa., in his annual address on "The State of the Art," discussed some of the recent developments in the industry as follows:

Coal economy, to my mind, is the order of the day. Efforts are being made to design and build plants which will produce a ton of ice or its equivalent for the lowest possible fuel cost. This is particularly so in the ice-making field, where purchasers seem willing to take up with any new scheme to reduce the fuel cost, regardless as to whether or not the scheme has been properly tried out. This has caused the loss of considerable money on

both sides, and has retarded the development of some good ideas.

The effort to reduce fuel cost has brought about many attempts to perfect "The Raw Water Ice Plant," as well as to make ice from distilled water produced by evaporator systems. These systems have made it possible to use gas engines, oil engines and electricity for power to drive such plants. It has also made it possible to use low-pressure absorption systems.

Once the right combination to be used in treating the water to be frozen has been settled, no material trouble is experienced with the above systems, but until this is determined, trouble is a constant companion with any of them.

Ice made from raw water obtainable in some localities is as fine as can be desired, while in other localities raw water plants require an endless amount of water purifying apparatus and circulating devices, and even then the ice is not up to the A-1 standard. This is caused by the water containing gases and other impurities which cannot be eliminated by ordinary processes. Plants of identical design can be operated with little or no trouble in one locality, while in another locality they require very careful handling to produce marketable ice.

The same can be said of plants where the water to be frozen is obtained wholly or partly from evaporator systems. The troubles on these plants come usually from the gases contained in the water, and which have not been eliminated during the process of evaporation and condensation, the result of which is usually discoloration in the ice, or the trouble caused by incrustation forming upon the tubes in the evaporators, which condition soon reduces the efficiency of the apparatus below the requirements of the plant. Both of these troubles require special treatment, which adds to the cost of the ice, thereby reducing the saving contemplated.

What To Do for Fuel Economy.

Just how far it is profitable to go in the line of fuel economy is one of the greatest questions before the ice plant designer, and again and again the thought occurs to him, does it really pay to put in the complicated and expensive machinery needed to produce these extreme coal economies, with the additional labor needed, together with the fact that a much better class of operators is required? The frequent stoppages in the operation of the plant, caused by the disarrangement or needed adjustment of more delicate apparatus, must also be considered in the item of expense of operation. And again the thought occurs, does it pay in the long run? Also, what the net saving will be when the life of the apparatus is considered?

Would it not be wiser to pay more attention to the boiler plant?

And would it not pay to put in the most economical compressor?

Should not more attention be paid to the driving of auxiliaries?

These and many other kindred questions come up to plague the designer, and those who own or operate ice plants.

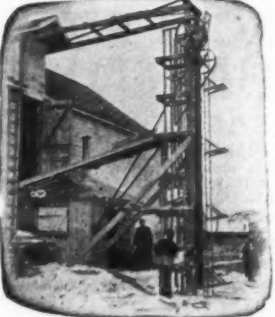
Such questions, however, are determined very largely by the salesman, rather than by the engineer, or they may be determined by some engineer who has a hobby, who by getting the ear of the purchaser sets a pace for his competitors, either far in advance of the state of the art, or off on a tangent from sound principles. In this way the purchaser, as well as the manufacturer, wakes up to find they must do considerable experimental and missionary work principally for the benefit of everybody else in the business, for these trial trips cannot be hid, hence after the victims, both vendor and vendee, have thrashed the matter out, the spectators proceed to take advantage of the lesson they have had an opportunity to observe, while the victims pay the bill—the one by losing money on his contract, and the other losing by loss of business or the possession of a patched up plant, or both.

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It must not be thought that these trial trips are confined to any particular individual or company. If this was a fact, that individual or company would soon go out of business. Every manufacturer in the business gets his opportunity to bite into a lemon. Indeed, one of the manager's greatest worries is the fear that he has allowed a "freak" to slip into his allotment of troubles.

Troubles of this kind are being rapidly reduced in number and size, owing to the efforts of this society to make public information concerning the possibilities of refrigerating and ice-making machinery, thereby educating both the engineer and the purchaser, so that both may profit by the experiences of others, instead of going it alone as once was the practice.

Another very large factor which is working to the good of our profession is the vast number of technical men being turned out yearly by our colleges. These men are met at every turn of the road, and every one of them is from Missouri. He requests to be shown. This causes Mr. Salesman to "stop, look and listen," and to go on the hunt for information and data to satisfy this requirement, for the salesman of today must be able to answer all questions from an engineering standpoint, and he, first of all, must have the education needed to follow up the questions involved. Then he must have the practical knowledge to be able to advise intelligently, or when he bumps up against a technical man, or the well-informed man, he finds he cannot make the impression he wishes, and therefore success is not his.

Widening Scope of the Equipment Field.

The sizes of the units called for today are stretching in each direction, large as well as small—300, 400, 500 or 600 ton machines, having two single-acting or two double-acting compressors, are to be seen upon the erecting floors of our manufacturers almost at any time, while small machines, down to one ton or less, are standing around like soldiers on parade. The wonder is, what becomes of all these little fellows.

The fact is, these small machines are being used for every conceivable purpose. Their principal use, however, is where temperatures are required below that obtainable by the direct use of ice. So much machinery is used nowadays in every business and enterprise that whenever refrigeration is needed in suitable quantity the adding of an ice-making or refrigerating plant is one of the requirements to make the installation complete.

Possibly the greatest step in advance which has been made this year in refrigerating machinery is the bringing out of the ammonia condenser, where the ammonia gas is condensed by bringing it into direct contact with its liquid. With this type of condenser it is possible to do the same work with five square feet of surface as can be done with thirty square feet of surface in the ordinary type of atmospheric condenser—that is, with 80 degrees water, a section containing 480 feet of 2-inch pipe, of the ordinary type condenser,

will do about 10 tons work, whereas, in the new type of condenser, having the same total feet of pipe (480 feet of 2-inch) divided into two sections, 60 tons of work can be done.

This means not only a great saving in first cost, but a much greater saving in space and structure required to take care of the apparatus, and in addition to this there is the saving in the cost of cleaning and up-keep, all of which is no small item.

Many other detail improvements have been made to apparatus used in connection with ice-making and refrigerating machinery, and a general movement is going on toward the standardization of ammonia fittings. When this has been accomplished a long step in advance will have been made.

Fewer Freaks Are Being Put Out.

Less and less of the "freaks" are being built in every direction, and it is to be hoped that the day is not far distant when the true efficiency of each type of compressor and each type of absorption plant will be determined and recognized, the same as is the case with machinery used in power plant installation, and the proper sphere for the use of the different refrigerants placed upon the market, established. Then the "calamity howler" and the "man with the revolutionary plant" will not be so apt to disturb the peace of the community, and we will have more time to devote to legitimate business methods.

All who are active in either the scientific or practical work of our profession realize the great need which exists for scientific research in matters relating to problems to be met in the design, manufacture and operation of ice-making and refrigerating machinery, and since this data is needed for the good of the general public, it is only reasonable for us to look to the National Government to make whatever experiments and investigations are needed to settle the questions involved.

Much Work Yet to Be Done.

There has been much work done by individuals, and also by our colleges, but the work yet to be done is so extensive and requires such exact apparatus and the expenditure of so much time in its determination that it would be out of the question to expect it to be done by private enterprise.

As you know, this society is making efforts to induce the National Government to take up this matter, and our efforts have met with some success, and it is to be hoped that before another year rolls around the Bureau of Standards at Washington will have taken up this work and will have made a substantial start toward furnishing us data of this kind.

The approaching International Congress of Refrigeration, which is to be held at Chicago next year, is sure to furnish us with much valuable information, and each and every one of us should do his full duty in his endeavor to make the meeting not only a success, but also to show our foreign brothers what we have done and are doing to advance the arts and sciences relating to refrigerating engineering.

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DENVER: Denver Transit & Warehouse Co.
DALLAS: Oriental Oil Co.
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SAVANNAH: Benton Transfer Co.
SPOKANE: United Iron Works.
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TOLEDO: Moreton Truck & Storage Co.
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WATCH PAGE 48 FOR BARGAINS.

ANNOUNCEMENT

The Flooded Ammonia Condenser

is the greatest step forward made in refrigerating and ice making machinery for many years. One square foot of surface of this type of condenser will do the same work as from three to five square feet of surface of the ordinary types, thus saving cost in apparatus, maintenance, and space required for installation.

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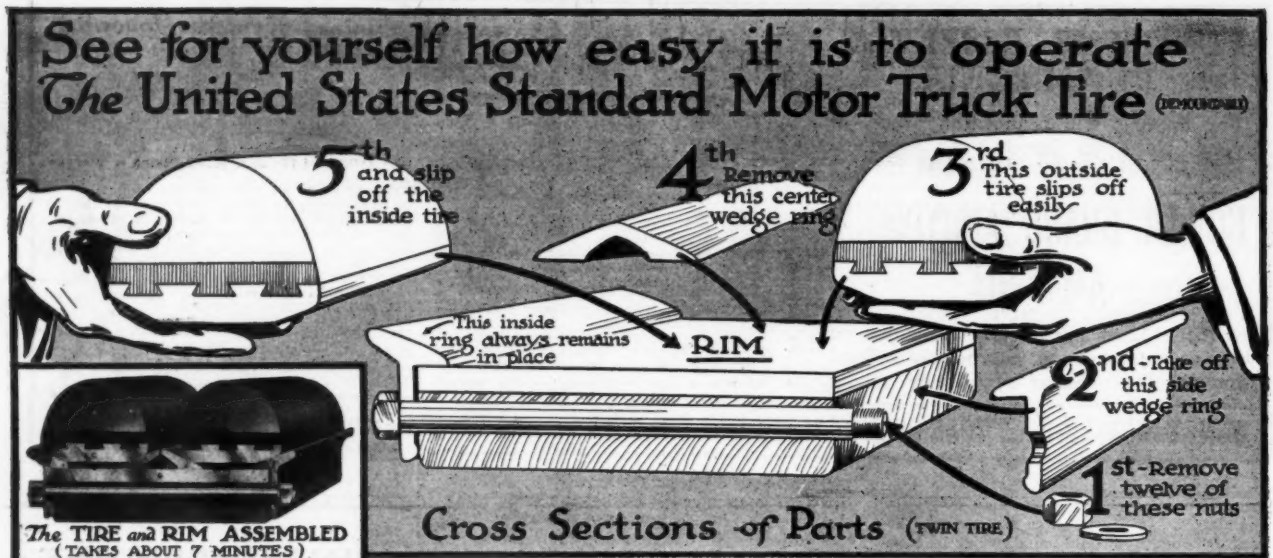
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Steadier—Less Pressure of Contracts
—Hogs Firm—Movement Moderate—
Fair Cash Demand—Packing Statistics
Show Steady Decrease.

The action of the contract market for futures during the past week has been considerably more encouraging to holders. Prices have slowly worked up, although the actual improvement from the low point has not been very pronounced. There has been, however, enough gain to attract considerable interest, and as a result the bull side of the market is appealing with increasing interest to the trade. Lard has recovered nearly $\frac{1}{2}$ c. from the low point, ribs about $\frac{3}{4}$ c., while pork has gained nearly 70c. per barrel from the extreme low.

Speculative developments have pointed to considerable covering of shorts during the week. It is claimed that a good short interest for Eastern speculative account put out during the fall on the belief in a large corn crop, and low prices for feed stuffs has been considerably reduced, the operators being rather disappointed at the volume of the hog movement and the maintained position of the live hog market.

This week a leading Western packer was quoted as predicting 9c. hogs, and this stimulated buying to some extent. An advance to 9c. for live hog values would be a gain of over $1\frac{1}{2}$ c. a pound for the average, and would mean an advance compared with last year of nearly 50 per cent. The recent average values for live hogs have been slightly under $7\frac{1}{2}$ c.

The movement of hogs at the six leading points the past week was 100,000 less than for the corresponding week last year, while the movement of cattle showed a slight increase. The movement of sheep showed a decrease of nearly 40,000 compared with a week ago.

The packing for the week was 75,000 less than a year ago, but the total amounted to 690,000 for the week, showing that the movement from the country is well maintained. The decrease in the total packing for $2\frac{1}{2}$ months, or say ten weeks of the winter season, has averaged just about 100,000 hogs a week, amounting to 1,015,000 decrease. Opinions as to the supply of hogs the balance of the season are decidedly mixed. The feeling seems to be that the total receipts will continue to fall off, and this feeling is represented in the premiums for the forward deliveries compared with the nearby. These premiums are, however, less than the carrying charges, and therefore do not show any grave anxiety to buy the spring and summer months.

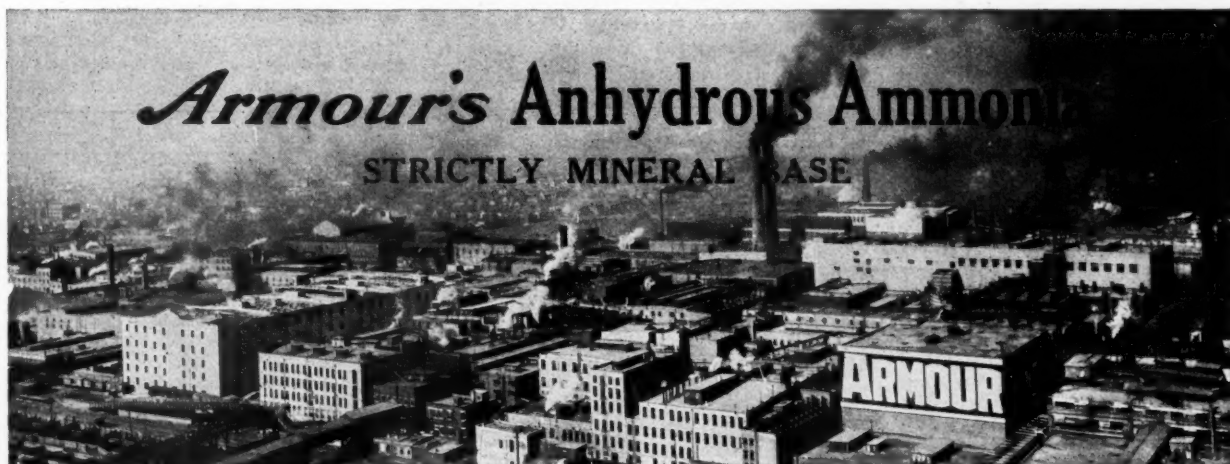
The government report on the supply of hogs in the country January 1, will be issued on Wednesday, January 29, at 2 p. m., Eastern time, and will be a most interesting statement in comparing the aggregate supply with a year ago. The first-of-the-year statements for the past two years have been practically identical, 64,000,000. The government and private statistics issued during the summer and fall have pointed to a considerable decrease in this amount. The government fall statement took rather a radical position in this respect, showing

a material falling off in the number of stock hogs, and also a lower condition as to healthfulness than the previous year.

There is this to be said in connection with the report to be published, and that is that the tendency of the supply will undoubtedly be upward instead of toward a further lessening in the number. It is without doubt true that the minimum supply in the country was probably seen some time in the summer or fall, and since that time the question as to the supply has, undoubtedly, been influenced to a very great extent by the profits in feeding. The claims of lower healthfulness than a year ago may have been a deterrent to some, but with hogs selling at fully 1 to $1\frac{1}{4}$ c. per pound higher than last year, and corn from 12@18c. per bushel lower than last year, and other feed stuffs in proportion as to price, the feeding returns have, without doubt, more than offset the risks incurred.

The average weight of hogs last week at Chicago was 14 pounds heavier than last year, and two pounds heavier than two years ago. Such a condition shows the effect of the lower priced feed stuffs, and the higher prices for the hogs, and the incentive to increase the weight. Such condition is likely to be seen through the winter, and is a factor to be reckoned with. With a winter's kill so far of a million hogs short of last year, the actual deficit in pounds of product is not as great as would appear from the number, owing to this increased weight.

The export movement of product is surprisingly good. The exports of meats for the ten weeks have been about $13\frac{1}{4}$ million



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pounds less than a year ago, the total shipments of all kinds of meats so far being just a little under 67,000,000 pounds. The export movement of lard is also excellent, with a total of 103,500,000 pounds, a decrease in round numbers of only about 14,600,000 pounds compared with last year.

PROVISIONS.—The Chicago mid-month estimate of stocks shows 5,560 bbls. of new pork against 5,096 as of December 31; old pork 9,072 bbls., against 13,600. New lard 18,222 tcs., against 17,325. New short ribs 2,015,168 lbs., against total ribs of 2,349,024. Extra short clear sides 4,448,907 lbs., against 4,592,995.

LARD.—A better tone has developed in the spot market, and prices have improved. The movement of hogs has not been burdensome, while the demand has been fair, as shown by the decrease in Chicago stocks for the first half of the month. City steam, \$9.62½; Middle West, \$10.10@10.20; Western, \$10.25; refined Continent, \$10.55; South American, \$11.25; Brazil, kegs, \$12.25; compound lard, 7½@7¾c.

PORK.—Prices are firm, but with a quiet trade. The decrease in stocks West reflects a fair East demand, and supplies on hand are limited. Mess is quoted at \$18.75@19.25; clear, \$21.50@23; family, \$21.50@22.50.

BEEF.—The market is firm, owing to the small supplies. The volume of business is not large, as the stocks are so light that there is very little to do business with. Quoted: Family, \$24@25; mess, \$20@21; packet, \$22@23; extra India mess, \$39@40.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, January 15, 1913:

BACON.—Abo, Russia, 73,494 lbs.; Antwerp, Belgium, 194,282 lbs.; Buenos Aires, A. R., 2,182 lbs.; Bristol, England, 13,200 lbs.; Christiania, Norway, 67,335 lbs.; Drontheim, Norway, 301,510 lbs.; Genoa, Italy, 150,202 lbs.; Gibra, Cuba, 4,177 lbs.; Gothen-

berg, Sweden, 15,860 lbs.; Hamburg, Germany, 142,558 lbs.; Hamilton, W. I., 592 lbs.; Hango, Russia, 116,112 lbs.; Havre, France, 48,453 lbs.; London, England, 25,232 lbs.; Liverpool, England, 419,291 lbs.; Manila, P. I., 914 lbs.; Manchester, England, 5,410 lbs.; Marseilles, France, 36,809 lbs.; Oran, Algeria, 5,199 lbs.; Para, Brazil, 27,389 lbs.; Rio Janeiro, Brazil, 7,700 lbs.; Santiago, Cuba, 4,904 lbs.; Stockholm, Sweden, 160,816 lbs.; Tampico, Mexico, 755 lbs.

HAMS.—Antwerp, Belgium, 53,375 lbs.; Bristol, England, 5,600 lbs.; Colon, Panama, 19,602 lbs.; Curacao, Leeward Islands, 657 lbs.; Ciudad Bolivar, Venezuela, 1,322 lbs.; Gibra, Cuba, 8,063 lbs.; Havana, Cuba, 24,010 lbs.; Hamilton, W. I., 5,210 lbs.; Kingston, W. I., 771 lbs.; London, England, 91,609 lbs.; Liverpool, England, 187,831 lbs.; Maracaibo, Venezuela, 8,583 lbs.; Manzanilla, Cuba, 1,278 lbs.; Nassau, W. I., 3,521 lbs.; Port au Prince, W. I., 2,963 lbs.; Progreso, Mexico, 3,678 lbs.; San Andreas, —, 817 lbs.; Southampton, England, 76,436 lbs.; Santiago, Cuba, 1,174 lbs.; Tampico, Mexico, 1,228 lbs.; Trinidad, W. I., 660 lbs.; Vera Cruz, Mexico, 2,143 lbs.

LARD.—Acapulco, Salvador, 2,000 lbs.; Aarhus, Denmark, 109,459 lbs.; Antwerp, Belgium, 442,440 lbs.; Bristol, England, 116,400 lbs.; Buenos Aires, A. R., 3,880 lbs.; Beira, Africa, 28,020 lbs.; Barbados, W. I., 5,000 lbs.; Christiansand, Norway, 2,750 lbs.; Christiania, Norway, 45,998 lbs.; Callao, Peru, 6,700 lbs.; Curacao, Leeward Islands, 9,163 lbs.; Cucuta, Colombia, 2,040 lbs.; Cartagena, Venezuela, 12,999 lbs.; Cape Town, Africa, 45,920 lbs.; Cardiff, Wales, 27,944 lbs.; Ciudad Bolivar, Venezuela, 42,355 lbs.; Copenhagen, Denmark, 283,420 lbs.; Colon, Panama, 5,983 lbs.; Dunkirk, France, 29,085 lbs.; Demerara, British Guiana, 3,700 lbs.; Drontheim, Norway, 17,998 lbs.; Frederica, —, 17,573 lbs.; Gibra, Cuba, 15,304 lbs.; Guayaquil, Ecuador, 3,850 lbs.; Hango, Russia, 2,750 lbs.; Hamburg, Germany, 3,769,621 lbs.; Hamilton, W. I., 3,729 lbs.; Havana, Cuba, 76,094 lbs.; Havre, France, 484-

007 lbs.; Koenigsberg, Germany, 120,000 lbs.; Kingston, W. I., 3,500 lbs.; London, England, 423,738 lbs.; Las Palmas, Canary I., 2,800 lbs.; Liverpool, England, 750,680 lbs.; Manila, P. I., 6,263 lbs.; Maracaibo, Venezuela, 11,498 lbs.; Mazanilla, Cuba, 1,000 lbs.; Marseilles, France, 197,019 lbs.; Manchester, England, 43,460 lbs.; Newcastle, England, 5,025 lbs.; Nassau, W. I., 18,872 lbs.; Naples, Italy, 12,000 lbs.; Progreso, Mexico, 8,755 lbs.; Port Limon, C. R., 5,486 lbs.; Port au Prince, W. I., 73,558 lbs.; Port Antonio, W. I., 1,324 lbs.; Para, Brazil, 18,352 lbs.; Rio Janeiro, Brazil, 1,000 lbs.; Riga, Russia, 19,292 lbs.; Stettin, Germany, 177,986 lbs.; Singapore, Straits Settlement, 34,406 lbs.; San Andreas, —, 1,000 lbs.; St. Johns, N. F., 8,197 lbs.; Southampton, England, 104,332 lbs.; Savanilla, Colombia, 4,845 lbs.; Stavanger, Norway, 31,088 lbs.; Santiago, Cuba, 32,251 lbs.; Tumaco, Colombia, 11,802 lbs.; Trinidad, W. I., 58,239 lbs.; Vera Cruz, Mexico, 18,692 lbs.; Valparaiso, Chile, 12,622 lbs.

PORK.—Barbados, W. I., 25 bbls.; Christiania, Norway, 75 bbls.; Colon, Panama, 54 bbls.; Demerara, British Guiana, 50 bbls., 35 tcs.; Havre, France, 66½ bbls.; Hamburg, Germany, 65 bbls.; Kingston, W. I., 63 bbls.; London, England, 20 bbls.; Liverpool, England, 21 tcs.; Marseilles, France, 19 bbls.; Nassau, W. I., 49 bbls.; Port au Prince, W. I., 184 bbls.; Port Antonio, W. I., 8 bbls.; St. Johns, N. F., 156 bbls.; San Andreas, —, 10 bbls.; Trinidad, W. I., 171 bbls.

PORK TONGUE.—Colon, Panama, 10 bbls.

PORK HEADS.—Port au Prince, W. I., 13 bbls.

SAUSAGE.—Antwerp, Belgium, 25 pa.; Curacao, Leeward Islands, 12 pa.; San Andreas, —, 22 pa.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending January 11, 1913, with comparative tables:

To—	Week ending Jan. 11, 1913.	Week ending Jan. 13, 1913.	From Nov. 1, '12, to Jan. 11, 1913.
	1913.	1912.	1913.
United Kingdom...	463	500	3,564
Continent	580	48	2,547
So. & Cen. Am....	505	383	3,792
West Indies	888	980	10,577
Br. No. Am. Col..	224	1,596	2,672
Other countries ..	9	.....	25
Total	2,660	3,507	23,177

MEATS, LBS.			
United Kingdom...	8,521,450	4,450,425	48,593,775
Continent	1,058,400	275,700	9,154,000
So. & Cen. Am....	85,200	112,625	1,187,875
West Indies	258,075	402,575	2,215,300
Br. No. Am. Col..	.....	6,225	20,400
Other countries ..	19,875	.....	996,250
Total	9,912,800	5,247,550	62,167,300

LARD, LBS.			
United Kingdom...	3,960,150	3,699,800	42,035,841
Continent	4,486,500	3,577,450	44,265,088
So. & Cen. Am....	586,450	976,700	5,327,450
West Indies	923,600	1,124,100	11,240,500
Br. No. Am. Col..	40,295	9,700	93,930
Other countries...	110,000	51,500	487,650
Total	10,115,995	9,439,250	103,450,509

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	1,942	3,849,925	6,526,150
Boston	122	1,186,500	560,493
Baltimore .....	.....	91,875	1,240,000
New Orleans	530	126,000	613,000
Galveston .....	.....	25,000	186,000
Mobile .....	.....	80,000	240,000
Portland, Me.	75	856,000	332,000
St. John, N. B. ....	.....	3,697,500	438,350
Total week	2,660	9,912,800	10,115,995
Previous week	1,499	7,186,550	10,563,491
Two weeks ago	1,785	6,151,700	13,854,700
Cor. week last y'r ..	3,507	5,247,550	9,439,250

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '12, to Jan. 11, '13.	Same time last year.	Decrease.
Pork, bbls.....	4,635,400	5,890,600	1,255,200
Meats, lbs.....	62,167,300	74,190,665	12,023,365
Lard, lbs.....	103,450,500	118,045,582	14,595,073

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EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, January 9, 1912, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon and		Hams		Tallow		Beef		Pork		Lard	
	Cake.	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Tcs. and Pkgs.	Pkgs.
Celtic, Liverpool .....	.....	175	.....	2607	.....	141	45	997	16123	.....	.....	.....	.....	.....	.....	.....
Minnehaha, London .....	.....	.....	.....	80	.....	10	70	115	2954	.....	.....	.....	.....	.....	.....	.....
New York, Southampton .....	.....	.....	.....	538	.....	.....	.....	.....	750	.....	.....	.....	.....	.....	.....	.....
Oceanic, Southampton .....	.....	100	.....	51	.....	.....	.....	.....	150	.....	.....	.....	.....	.....	.....	.....
Toronto, Hull .....	.....	67	.....	1242	.....	105	.....	851	6509	.....	.....	.....	.....	.....	.....	.....
Thespis, Manchester .....	.....	2500	.....	.....	.....	.....	.....	25	500	.....	.....	.....	.....	.....	.....	.....
Bristol City, Bristol .....	.....	.....	.....	35	.....	.....	.....	.....	2398	.....	.....	.....	.....	.....	.....	.....
Wells City, Bristol .....	.....	.....	.....	29	.....	50	.....	.....	300	.....	.....	.....	.....	.....	.....	.....
Cameronia, Glasgow .....	.....	100	.....	569	.....	74	100	95	150	.....	.....	.....	.....	.....	.....	.....
Amerika, Hamburg .....	.....	210	.....	100	4	.....	50	876	2700	.....	.....	.....	.....	.....	.....	.....
Pisa, Hamburg .....	.....	150	.....	25	.....	.....	50	300	.....	.....	.....	.....	.....	.....	.....	.....
Volturno, Rotterdam	8591	.....	.....	252	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Rotterdam, Rotterdam	17883	1000	.....	385	.....	.....	.....	1934	1245	.....	.....	.....	.....	.....	.....	.....
Potsdam, Rotterdam	9756	2674	.....	529	150	25	.....	1970	3350	.....	.....	.....	.....	.....	.....	.....
Kroonland, Antwerp	7042	400	.....	307	5	65	84	246	2950	.....	.....	.....	.....	.....	.....	.....
Michigan, Antwerp	24488	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
George Washington, Bremen .....	.....	.....	.....	575	.....	.....	.....	.....	700	.....	.....	.....	.....	.....	.....	.....
Bordeaux, Havre	576	908	.....	.....	.....	.....	.....	145	484	.....	.....	.....	.....	.....	.....	.....
Canada, Marseilles	675	925	.....	61	1250	.....	18	400	100	.....	.....	.....	.....	.....	.....	.....
Madonna, Marseilles	448	825	.....	15	.....	.....	.....	.....	200	.....	.....	.....	.....	.....	.....	.....
Colombo, Marseilles	1878	510	.....	.....	100	.....	.....	5	50	.....	.....	.....	.....	.....	.....	.....
Eugenia, Mediterranean .....	.....	575	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Berlin, Mediterranean .....	.....	3786	.....	230	.....	.....	.....	145	1050	.....	.....	.....	.....	.....	.....	.....
Italia, Mediterranean .....	.....	570	.....	230	.....	.....	.....	.....	50	.....	.....	.....	.....	.....	.....	.....
Laconia, Mediterranean	390
Total	71337	15473	7608	1761	470	417	8254	43203

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WEEKLY REVIEW

TALLOW.—A somewhat easier feeling seemed to pervade the tallow trade during the week, but no inherent weakness was discerned. Sales were of generally light quantities, and in order to effect these it became necessary for holders to make small concessions. The hand-to-mouth policy of buyers continues, emphasizing the disposition of many to proceed with caution.

There is more talk of increased production, with comment made on greater fat supplies available from both hogs and cattle. However, there have not been any accumulations of note as yet, and many still contend that as soon as supplies are added to appreciably, there will be an expansion in the demand. Whether or not this will be commensurate with the expected gains in stock remains to be seen.

Export business has not been active, and following the absorption by England of recent date, demand has been rather perfunctory. Tallow exports, however, are not in discouraging volume, and although it is intimated by some authorities that the shipments include consigned stuff, it is not believed that this feature is an important one.

The London auction sale this week reflected quiet conditions on the other side. There were 1,158 casks offered for sale, of which 822 were absorbed, prices being mainly unchanged. In certain circles the prediction was made that the tone abroad would improve shortly because of the strength of some oils, particularly palm oil, and on account of the expected settlement of the Balkan dispute in the near future, but in most quarters a continuance of the quiet conditions are expected.

Prime city tallow was quoted at 6½¢ @ 6¼¢; city specials, 6½¢ @ 7¢, and country at 6¼¢ @ 6½¢, as to quality in tes.

STEARINE.—The market has been a shade easier, due to more difficulty in making sales. Prices are ruling at about 9½¢. The compound lard trade has taken fair quantities at times, but during the past several days inquiry, for other than small quantities, has been lacking. Demand from outside sources is generally spoken of as quiet.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COCOANUT OIL.—The market is very firm, and prices have further advanced, due to the good demand abroad. Copra prices have advanced again, and cables report a good demand for both copra and for the oil. Quotations: Cochin, 10¼¢ @ 10½¢; arrival, 10½¢ @ 10½¢; Ceylon, 9½¢ @ 9½¢; shipments, 9½¢.

CORN OIL.—Trade is of fair volume, with prices about steady. Buying has not been large, while the prices for competing oils have been against advance. Prices are quoted at \$5.55 @ 5.65 in car lots.

SOYA BEAN OIL.—The market continues to weaken. The low prices for competing oils have steadily forced prices down with a slow trade. Spot is quoted at 5½¢ @ 5½¢; while shipment oil is 5½¢.

PALM OIL.—The situation of the market is a quiet one, but prices are steady. Palm kernel oil is firm, with a good demand. Prime red spot, 6¼¢; do. to arrive, 6½¢ @ 6½¢; Lagos, spot, 7½¢ @ 7½¢; to arrive, 7¢; palm kernel, 9¢; shipment, 9½¢ @ 9½¢.

NEATSFOOT OIL.—Trading continues quiet. Sales are of limited volume, and demand appears to be of a routine character. Quotations: For 20 cold test, 98¢ @ \$1; 30 do., 88¢; 40 do., water white, 83¢; prime, 64¢; low grade off yellow, 60¢.

GREASE.—The market continues quiet, business still restricted. Export interest is limited. Quotations: Yellow, 5½¢ @ 5½¢; bone, 5½¢ @ 5½¢; house, 5½¢ @ 5½¢; "B" and "A" white, 7½¢ @ 7½¢.

OLEO OIL.—The foreign demand has been slow, and prices have weakened moderately. There does not appear to be much pressure, as stocks are reported moderate and production not large. Sales at Rotterdam on Wednesday were 1,000 tes at 75 florins. Extras were quoted at New York at 13½¢.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, January 15, 1913: BEEF.—Antwerp, Belgium, 45 bbls., 20 tes.; Belize, Honduras, 4 bbls.; Bergen, Norway, 50 bbls.; Cayenne, French Guiana, 13 bbls.; Curacao, Leeward Islands, 20 bbls.; Copenhagen, Denmark, 150 bbls.; Christiania, Norway, 125 bbls., 36 tes.; Colon, Panama, 25 bbls.; Demerara, British Guiana, 26 bbls.; Hamburg, Germany, 250 bbls.; Hamilton, W. I., 29½ bbls., 8 tes.; Kingston, W. I., 12½ bbls., 9 tes.; London, England, 60 bbls.; Liverpool, England, 110 tes.; Nassau, W. I., 19 bbls.; Port au Prince, W. I., 64 bbls.; Port Limon, C. R., 15 bbls.; St. Johns, N. F., 95 bbls.; San Andreas, —, 10 bbls.; Trinidad, W. I., 54 bbls., 39 tes.

FRESH MEAT.—Antwerp, Belgium, 7,500 lbs.; Colon, Panama, 68,128 lbs.; Hamilton,

W. I., 14,608 lbs.; London, England, 37,570 lbs.; Liverpool, England, 83,808 lbs.

OLEO OIL.—Aarhus, Denmark, 220 tes.; Antwerp, Belgium, 30 tes.; Copenhagen, Denmark, 435 tes.; Christiania, Norway, 435 tes.; Gothenberg, Sweden, 140 lbs.; Hamburg, Germany, 905 tes.; Liverpool, England, 135 tes.; London, England, 74 tes.; Stavanger, Norway, 100 tes.

OLEOMARGARINE.—Belize, Honduras, 4,000 lbs.; Curacao, Leeward Islands, 2,657 lbs.; Colon, Panama, 7,480 lbs.; Kingston, W. I., 2,000 lbs.; Nassau, W. I., 3,230 lbs.; Port Antonio, W. I., 1,900 lbs.; Port au Prince, W. I., 2,200 lbs.; Trinidad, W. I., 1,000 lbs.

TALLOW.—Antwerp, Belgium, 38,932 lbs.; Genoa, Italy, 10,258 lbs.; London, England, 62,750 lbs.; Marseilles, France, 610,925 lbs.; Rotterdam, Holland, 115,869 lbs.

TALLOW SCRAP.—London, England, 36,708 lbs.

TONGUE.—London, England, 260 cs., 10 pa.; Liverpool, England, 250 cs., 25 bbls.

CANNED MEAT.—Beira, Africa, 165 cs.; Bangkok, Siam, 66 cs.; Buenos Aires, A. R., 625 cs.; Calcutta, India, 63 cs.; Curacao, Leeward Islands, 110 cs.; Cape Town, Africa, 596 cs.; Ciudad Bolivar, Venezuela, 215 cs.; Gibra, Cuba, 116 cs.; Havre, France, 35 cs.; Hamilton, W. I., 48 cs.; Iquitos, Peru, 388 pa.; London, England, 977 cs.; Liverpool, England, 350 cs.; Maracaibo, Venezuela, 22 cs.; Manila, P. I., 505 cs.; Manchester, England, 520 cs.; Nassau, W. I., 36 cs.; Puerto Madryn, —, 10 pgs.; Progreso, Mexico, 73 cs.; San Andreas, —, 216 cs.; Southampton, England, 275 cs.; Santiago, Cuba, 30 cs.; Tampico, Mexico, 14 cs.; Trinidad, W. I., 46 cs.

LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending January 11, 1913, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York	—	—	—
From Boston	—	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	—	—	—
Total	—	—	—
Total last week	—	—	—

OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100 lbs.
Beef, per tierce	20/	22/6	@32c.
Oil Cake	17/6	25c.	@27c.
Bacon	20/	22/6	@32c.
Lard, tierces	20/	22/6	@32c.
Cheese	25/	30/	@50c.
Canned meats	20/	22/6	@32c.
Butter	30/	30/	@50c.
Tallow	20/	22/6	@32c.
Pork, per barrel	20/	22/6	@32c.

SOYA BEAN OIL

AND ALL SOAP MATERIALS

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COTTON OIL CABLE MARKETS**Hamburg.**

(By Cable to The National Provisioner.)

Hamburg, January 17.—Market easy. Quotations: Choice summer white oil, 64½ marks; butter oil, 64½ marks; summer yellow, 61½ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, January 17.—Market firm. Quotations: Summer yellow, 35¼ florins; choice summer white, 37¼ florins, and butter oil, 37 florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, January 17.—Market easy. Quotations: Summer yellow, 75¼ francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, January 17.—Market easy. Quotations: Prime summer yellow, 77¼ francs; prime winter yellow, 80½ francs; choice summer white oil, 80 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, January 17.—Market easy. Quotations: Prime summer yellow, 29½s.; summer yellow, 29½s.

SOUTHERN MARKETS**Columbia.**

(Special Wire to The National Provisioner.)

Columbia, S. C., January 16.—Crude cottonseed oil, 37½c. bid for any shipment; market quiet.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., January 16.—Crude cottonseed oil, 37c.; light trading. Meal dull at \$26@27. Hulls, \$9.75, Atlanta, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, January 16.—Prime crude cottonseed oil barely steady at 37c. bid, 37½c. asked. Texas refined is dull and lower. Prime 8 per cent. meal unchanged at \$29.25, long ton, ship's side. Hulls higher at \$9.75 loose, \$12.50 sacked, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., January 16.—Prime crude cottonseed oil market quiet at 37½@38c., with a few sales at 38c. Choice loose cake, \$25.50 per short ton, f. o. b. Galveston. Cake well sold up for January.

FOREIGN COMMERCIAL EXCHANGE.

New York, January 17.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days.....	4.83	@ 4.8310	
Demand sterling	4.8705	@ 4.8710	
Paris—			
Commercial, 90 days....	5.24½	—1.16 @ 5.24½	
Commercial, 60 days....	5.22½	@ 5.22½ + 1.16	
Commercial, sight	5.18½	—1.16 @ 5.18½	
Berlin—			
Commercial, 90 days....	93%	@ 93%	
Commercial, 60 days....	94 1-16	@ 94%	
Commercial, sight	94½	@ 94 13-16	
Antwerp—			
Commercial, 60 days....	5.27½	@ 5.27½ + 1.16	
Amsterdam—			
Commercial, 60 days....	39 13-16	@ 39 13-16 + 1.32	

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CHICAGO FERTILIZER MARKETS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 15.—The ammoniate market continues strong and rather free. Sales are being made at \$2.65 for blood and \$2.45 and 10c. for ground tankage. Some packers are holding a little higher than this, but business can be done on this basis with the usual advance for later months, and it is doubtful whether any considerable further advance can be established, as other ammoniates are being offered more freely and are selling at prices fully in line with the quotations above for animal ammoniates.

There is some pressure on the part of manufacturers of lower grade tankage to place their product, and they are willing to accept relatively lower prices than packers are asking for regular tankage, and some considerable sales have been made on this basis the past few days. (Complete quotations on page 37.)

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, January 16.—Lighter receipts of hogs since the opening of the year have caused an advance so far in January in the lard market in Chicago, but the price of neutral lard has shown no advance, but on the contrary is lower now than it was at the end of 1912, Europe taking hold right along of these goods at the present reasonable prices. Oleo oil values have suffered some decline in 1913, compared to the close of the previous year, notwithstanding the fact that stocks in Europe are mostly moderate, and

that a fair demand may be looked for during the winter months. Some European markets have shown a desire to buy butter oils, while others have abstained from buying altogether.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 16.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½@12¼c.; 12@14 lbs. ave., 12@12½c.; 14@16 lbs. ave., 12@12½c.; 18@20 lbs. ave., 11½@12c. Sweet pickled, 8@10 lbs. ave., 13@13¼c.; 10@12 lbs. ave., 12½@13c.; 12@14 lbs. ave., 12½@12¾c.; 14@16 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12¾@12¾c.

Skinny Hams—Green, 14@16 lbs. ave., 13@13¼c.; 16@18 lbs. ave., 13@13¼c.; 18@20 lbs. ave., 13@13¼c.; 22@24 lbs. ave., 12½c. Sweet pickled, 14@16 lbs. ave., 12½@12¾c.; 16@18 lbs. ave., 12½@12¾c.; 18@20 lbs. ave., 12½@12¾c.; 22@24 lbs. ave., 11½@12c.

New York Shoulders—Green, 10@12 lbs. ave., 9¾c. Sweet pickled, 10@12 lbs. ave., 9¾c.

Picnic Hams—Green, 5@6 lbs. ave., 8½@9c.; 6@8 lbs. ave., 8½@8½c.; 8@10 lbs. ave., 8½@8½c.; 10@12 lbs. ave., 8½@8½c. Sweet pickled, 5@6 lbs. ave., 9½c.; 6@8 lbs. ave., 8½@8½c.; 8@10 lbs. ave., 8½@8½c.; 10@12 lbs. ave., 8½@8½c.

Clear Bellies—Green, 6@8 lbs. ave., 13½@13¾c.; 8@10 lbs. ave., 13@13¼c.; 10@12 lbs. ave., 12½@12¾c.; 12@14 lbs. ave., 12@12¼c. Sweet pickled, 6@8 lbs. ave., 13c.; 8@10 lbs. ave., 12½@12¾c.; 10@12 lbs. ave., 12¼@12¾c.; 12@14 lbs. ave., 12@12¼c.

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STEARINES - OILS - TALLOW - GREASE - FERTILIZER MATERIALS

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Prices Irregular—Crude Is Again Held at the Decline—Seed Prices Sag—Consuming Inquiry Expands—Sentiment Still Generally Bearish.

Those favoring lower prices for cottonseed oil seemed quite content with the developments of the last week, although the depression in the cotton oil market was not impressive. It was evident that at the small declines many of the speculative shorts were disposed to even commitments. It also seemed as though the bearish notions prevalent were modified around the 6c. level for futures in the New York market, but a majority of the opinions expressed did not suggest that the market had reached an investment point.

As usual, there was a divergence of views as to the cause of the decline of recent date. In most quarters the supposition was that crude holders had become tired, and the obstinacy of consumers prevailed in the end. It would not be surprising to see a repetition of this situation; in fact, there have been some indications of about the same state of affairs again developing.

Around 40c. for crude in the Southeast, mills were disinclined to accept bids, and the consumers would not meet asking prices.

Confidence of holders was gradually shaken, however, and a set-back of about three cents per gallon resulted. At present Southerners are once more unwilling sellers, but obviously they are better entrenched, inasmuch as accumulations have been worked off, and prices are on a more attractive basis.

A great deal depends upon the position of users of oil. It is not believed that their stocks are other than light, even when their buying of the last several days is taken into consideration. This suggests frequent purchases, but it would not necessarily mean that the aggregate demand will be large enough to maintain prices at this time of the year. There is, unquestionably, a marked degree of conservatism in evidence, not only on this side, but in foreign quarters.

Trade authorities in the United States have become cautious because of the semi-demoralization of the various financial markets. To some extent the weakness in securities has been attributed to the changing administration, and while it is not unlikely that more pessimism and fears are being entertained than warranted, it seems as though several of the large interests are still in need of assurance to encourage trade

expansion which will be acceptable and not combatant to government regulation.

Abroad the disturbed political affairs are still a factor, and while in banking quarters it has been asserted time and again that the powers will not become involved excepting to aid in a termination of the Balkan dispute, its absolute removal would tend to eliminate much uncertainty. There are also indications of money stringency in Europe which, of course, will not be mitigated at an early date, even though there is a settlement of the Balkan affairs in the immediate future.

Despite these factors, however, the demand for cottonseed oil the past week or so has not been altogether discouraging, and it would seem, therefore, that the price was the principal stimulus. Bids sent by foreigners were close to a workable basis, and although reports were conflicting, it has been stated that export business was of somewhat better proportions than for several weeks.

Domestic consuming concerns also bought oil at intervals, but as a whole the demand was confined to the higher descriptions. The compound lard trade is still assimilating fair quantities, although a less eager demand from this source would point to a volume of business not equal to that which transpired a few months ago.

Different opinions prevail as to the future

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Refinery and General Office: LOUISVILLE, KY.

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"Refinery" Louisville, U. S. A.

course of lard. Fluctuations at Western centers are being more closely followed at this time. Predictions made by prominent packing authorities that hogs would sell at nine cents were not lost sight of, particularly as at present, with receipts liberal, there are many claims of light supplies for the future. A substantial bull argument for the lard substitute is still found, however, in its selling price, notwithstanding the intermittent advices of price-cutting.

Much is heard concerning the prospective increased cotton acreage next season, and while it is not a factor at present, it is bound to cause a great deal of discussion during the spring. Although some Southern authorities are inclined to discredit the early theories pointing to an augmented acreage, it cannot be denied that, with grain lower and a fair price prevailing for cotton, an incentive exists for more active preparations this season.

What inroads this acreage will have upon seed supplies remains to be seen, although the statement has been freely made that even at the concessions recently made by farmers in seed quotations, at ruling prices (24@27 per ton), less would go in the ground than would otherwise be the case. As far as can be learned, the yielding quality of the seed during the last few weeks has been irregular, not quite up to expectations in some parts of Georgia and Alabama, but on the whole fairly good, and above last year.

Closing prices, Saturday, January 11, 1913.—Spot, \$6@6.25; January, \$6.05@6.07; February, \$6.02@6.05; March, \$6.05@6.07; April, \$6.06@6.09; May, \$6.10@6.11; June, \$6.14@6.15; July, \$6.15@6.16; August, \$6.17@6.22. Futures closed at 5 to 8 decline. Sales were: January, 600, \$6.11@6.05; March, 1,100, \$6.11@6.05; April, 300, \$6.14@6.08; May, 4,400, \$6.16@6.10; June, 100, \$6.14; July, 1,400, \$6.20@6.15. Total sales, 7,900 bbls. Good off, \$5.85@6.03; off, \$5.75@6; reddish off,

\$5.50@5.95; winter, \$6@6.75; summer, \$6@6.75; prime crude, S. E., \$5.

Monday, January 13, 1913.—Spot, \$6.05@6.30; January, \$6.07@6.09; February, \$6.03@6.05; March, \$6.05@6.06; April, \$6.06@6.08; May, \$6.10@6.11; June, \$6.12@6.13; July, \$6.15@6.18; August, \$6.17@6.22. Futures closed at 2 advance to 2 decline. Sales were: January, 100, \$6.09; March, 3,300, \$6.08@6.03; April, 600, \$6.08; May, 6,200, \$6.14@6.10; June, 700, \$6.15@6.13; July, 600, \$6.16@6.15; August, 100, \$6.22. Total sales, 11,600 bbls. Good off, \$5.90@6.04; off, \$5.80@6.02; reddish off, \$5.60@5.99; winter, \$6.30@6.80; summer, \$6.15@6.80; prime crude, S. E., \$4.87@4.94; prime crude, Texas, \$5.07.

Tuesday, January 14, 1913.—Spot, \$6.05@6.30; January, \$6.08@6.15; February, \$6.05@6.10; March, \$6.09@6.10; April, \$6.10@6.14; May, \$6.14@6.16; June, \$6.15@6.19; July, \$6.21@6.22; August, \$6.22@6.30. Futures closed at 1 to 6 advance. Sales were: January, 100, \$6.05; March, 1,700, \$6.10@6.05; May, 4,900, \$6.16@6.10; July, 1,900, \$6.21@6.15. Total sales, 8,600 bbls. Good off, \$6@6.10; off, \$5.95@6.07; reddish off, \$5.75@6; summer, \$6.30@6.70; prime crude, S. E., \$3.93.

Wednesday, January 15, 1913.—Spot, \$6.12@6.35; January, \$6.15@6.24; February, \$6.12@6.16; March, \$6.15@6.17; April, \$6.16@6.21; May, \$6.21@6.22; June, \$6.20@6.24; July, \$6.28@6.29; August, \$6.30@6.35. Futures closed at 5 to 8 advance. Sales were: March, 2,500, \$6.16@6.10; May, 6,400, \$6.23@6.16; July, 2,700, \$6.29@6.23. Total sales, 11,000 bbls. Good off, \$6@6.14; off, \$5.95@6.10; reddish off, \$5.75@6.05; winter, \$6.25@6.08; summer, \$6.40@6.70; prime crude, S. E., \$4.93@5.

Thursday, January 16, 1913.—Spot, \$6.10@6.30; January, \$6.12@6.15; February, \$6.08@6.11; March, \$6.10@6.12; April, \$6.10@6.13; May, \$6.14@6.16; June, \$6.15@6.17; July, \$6.22@6.23; August, \$6.22@6.28. Sales were: March, 1,100, \$6.13@6.10; May, 3,200, \$6.20

@6.14; July, 1,300, \$6.27@6.23. Total sales, 5,600 bbls. Good off, \$5.95@6.10; off, \$5.90@6.05; reddish off, \$5.60@5.99; winter, \$6.25@6.99; summer, \$6.30@6.70; prime crude, S. S., \$4.93@5.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 15, 1913.—Latest market quotations on chemicals and soap supplies are as follows: 74 per cent. or 76 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in barrels, 2½@2¾c. per lb.; 58 per cent. soda ash, 85@90c. per 100 lbs., basis 48 per cent.; 48 per cent. carbonate soda ash, \$1 per 100 lbs.; talc, 1¼@1¾c. per lb.; silicic acid, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; silicate soda, 90c. per 100 lbs.; borax at 4¾c. per lb.; chloride of lime in casks, \$1.50, and in barrels, \$2 per 100 lbs.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent. at 4¾@5c. per lb.

Genuine Lagos palm oil in casks, 7@7½c. per lb.; clarified palm oil in barrels, 7½c. per lb.; prime red palm oil in casks, 6½@6¾c. per lb.; prime palm kernel oil in casks about 1,200 lbs., 9c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 87½c. per gal. to 90c. per gal.; green olive oil foots, 7½@7¾c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 9½@9¾c. per lb.; Cochin coconut oil, 10½@10¾c. per lb.; cottonseed oil, 6¾@6½c. per lb.; corn oil, 5.60@5.70c. per lb.; soya bean oil, 5¼@6c. per lb.

Prime city tallow, 6¼c. per lb.; oleo stearine, 10@10½c. per lb.; house grease, 5¼@6c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packers' grease, 5¾@6c. per lb.

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OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.**COTTONSEED OIL TARIFFS.**

In connection with the impending tariff hearings at Washington affecting the cottonseed products industry the question of discrimination of foreign governments against American cottonseed oil will be an important one. Following a statement on this subject from a leading refiner, published in a recent issue, The National Provisioner has received the following communication from a correspondent abroad concerning the attitude of the Austro-Hungarian government toward our cottonseed oil. He says:

Editor The National Provisioner:

When the newspapers, commenting on the election of the new President of the United States, pointed out that he is a most thorough partisan of the liberal exchange of goods between the different countries, and that the revision of the tariff will be his first care, all those who for more than six years have hoped for the abatement of a duty which makes prohibitive the introduction of cottonseed oil into Austria-Hungary were exceedingly delighted.

It is a general conviction that this question of the cotton oil duty, which has dragged along at Vienna and Washington for so considerable a lapse of time, might find a solution if the high officials would take interest in the matter, for the arguments of the Austro-Hungarian oil merchants—which are quite the same as those of the American cottonseed oil refiners—are so reasonable that it is wholly impossible to believe they would encounter serious opposition from judicious and disinterested persons.

It surely may prove interesting to know the origin of this pending matter. In March, 1906, in consequence of a rearrangement of the customs duty tariff, Austria-Hungary increased the import duty on cottonseed oil to 40 crowns for 100 kilos gross weight, equal to 48 crowns for 100 kilos net weight. Till then it had paid a duty of only 9½ crowns per 100 kilos net weight.

From that day Austria-Hungary did not import one single barrel of cottonseed oil, while during the year 1905—that is to say, the year preceding the increase of the customs duty—the port of Trieste alone imported 23,087,800 kilos of cottonseed oil. Considering that the total annual export of refined cottonseed oil from the United States amounts to from 600,000 to 700,000 barrels—the very exceptional season of 1911-12, when 1,045,478 barrels were exported, cannot be adopted for a basis of comparison—the importation made through the port of Trieste was worth taking seriously into consideration. And perhaps it would have been worth while for the government at Washington to take greater interest in the matter than it seems to have taken till now.

What were the reasons furnishing inducement to the Austro-Hungarian government at that time to increase the customs duty on cottonseed oil in a way to render prohibitive its importation? It surely is no easy matter

to give an answer to such a question, for there were no causes corresponding to the effects. There was talk at that time of a necessity for the protection of Austrian agriculture and national industry, but this was soon discounted, for it is known in fact that the agriculture of Austria-Hungary produces no oil seeds, excepting a very limited quantity of olives. And even the olive oil production remained without protection, since olive oil can be imported into Austria-Hungary with a duty of only four crowns per 100 kilos gross weight. It consequently cannot be argued that this step was adopted to protect Austrian agriculture.

The real aim was the protection of the seed oil industry, but in this case it is necessary to acknowledge that the effects really obtained differed in a considerable way from those which were expected.

The mills pressing vegetable oils had prospered up to 1905, making indeed a very profitable showing. It was argued that the prohibitive duty imposed on cottonseed oil would not only cause these profits to be considerably increased, but that besides the existing oil mills others would be established which would yield quite the same favorable results as the others. Thus other and more important oil mills were founded, and those which already existed amplified their production scale in a way to cause an over-production. The result was a price war and exceedingly hurtful competition, which changed a very profitable business into one of heavy losses.

It is now wholly impossible for the Austrian government to give further aid to this industry, for it already rejoices in protection for the seed and a prohibitive duty on competing oils, and it is therefore not possible to grant any more protective privileges.

Industrial interests, not having taken into due consideration these circumstances, have for lack of the necessary foresight been compelled to endure the disadvantages resulting therefrom. Can the Austro-Hungarian government deny to commerce the aid which is asked, and continue in the useless protection of an industry which already is considered in a bad situation because of that very protection?

It is probable that a marked reduction of the customs duty on cottonseed oil, permitting the entrance of this oil into Austria-Hungary, would oblige some of the Austrian oil mills to cease operation. But is it not better that matters return again to the point they were at formerly, when there were profits for everyone?

In consequence of these considerations it seems obvious that with a vigorous renewal of the campaign based on the excellent arguments in favor of such a tariff reduction, the desired effects would doubtless result. And it appears indispensable that from the standpoint of the nation most interested in the matter the discussion should be taken up again, and the negotiations which seem to have been abandoned between the two governments should be renewed. The crushers, at their convention at St. Louis in June, 1912, spoke clearly in this regard. Will their

appeal have any effect, and will it be followed up by any pressure brought to bear at Washington?

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to January 16, 1913; for the period since September 1, 1912, and for the same period last year, were as follows:

From New York.

Port.	For week. Bbls.	Since Sept. 1, 1912. Bbls.	Same period, 1911-1912. Bbls.
Aarhus, Denmark	—	—	25
Aberdeen, Scotland	—	—	78
Acapulco, Salvador	—	20	109
Accra, W. Africa	—	—	10
Adelaide, Australia	—	9	—
Alexandria, Syria	—	—	18
Alexandria, Egypt	—	—	2,575
Algoa Bay, Africa	—	154	131
Amapola, Honduras	—	—	19
Amsterdam, Holland	—	—	156
Ancona, Italy	—	—	1,115
Antilla, W. I.	—	14	50
Antofagasta, Chile	—	—	5
Antwerp, Belgium	100	1,700	2,092
Arendal, Norway	—	—	50
Arica, Chile	234	234	108
Asuncion, Paraguay	—	—	17
Auckland, N. Z.	—	40	678
Aux Cayes, Haiti	—	6	4
Azua, W. I.	—	—	244
Bahia, Brazil	—	—	90
Bahia Blanca, A. R.	35	44	62
Barbados, W. I.	3	929	359
Beira, Africa	4	4	24
Belrut, Syria	—	—	—
Belize, Br. Honduras	—	34	—
Bergen, Norway	—	—	685
Birkenhead, England	—	—	100
Bordeaux, France	300	750	960
Braila, Roumania	—	—	250
Bremen, Germany	—	—	700
Bristol, England	—	50	50
Buenos Aires, A. R.	23	8,493	5,040
Cairo, Egypt	—	—	44
Cape Town, Africa	—	265	728
Cardenas, Cuba	—	29	14
Cartagena, Colombia	8	113	—
Casablanca, Venezuela	—	—	60
Cayenne, French Guiana	—	680	450
Ceara, Brazil	—	—	10
Christiania, Norway	—	70	3,950
Cienfuegos, Cuba	—	13	14
Ciudad Bolivar, Venezuela ..	—	13	—
Colon, Panama	21	769	829
Constantinople, Turkey	—	200	4,005
Constanta, Roumania	—	—	75
Copenhagen, Denmark	—	4,935	5,075
Corinto, Nicaragua	—	—	60
Cork, Ireland	—	—	400
Cristobal, Panama	—	—	30
Cucuta, Colombia	—	3	8
Curacao, Leeward Islands	—	—	66
Dedagatch, Turkey	—	—	1,110
Delagoa Bay, Africa	—	5	132
Demerara, Br. Guiana	6	1,285	1,349
Dominica, W. I.	—	535	33
Drontheim, Norway	—	—	75
Dublin, Ireland	—	—	2,000
Dunkirk, France	—	400	—
Fiume, Austria	—	—	575
Fredericksbad, Norway	—	—	70
Frementle, Australia	75	122	—
Galatz, Roumania	—	—	2,573
Gallipoli, Turkey	—	—	150
Genoa, Italy	1,250	23,992	10,980
Gibraltar, Spain	—	—	100
Glasgow, Scotland	115	2,390	3,514
Gothenberg, Sweden	—	—	1,250
Grenada, W. I.	—	—	69
Guadeloupe, W. I.	—	577	757
Guatemala, P. R.	—	10	—
Hamburg, Germany	—	4,780	2,011
Havana, Cuba	15	888	179
Havre, France	390	8,519	5,652
Hong Kong, China	—	2	—
Horsens, Denmark	—	—	25

Hull, England	—	823	430
Iquique, Chile	—	94	—
Kingston, W. I.	43	1,182	1,844
Kobe, Japan	—	—	6
Koenigsberg, Germany	—	—	85
Kustendji, Roumania	—	—	1,950
La Guaira, Venezuela	—	—	11
La Libertad, Salvador	—	—	4
La Union, Salvador	—	43	—
Leghorn, Italy	—	—	3,363
Leipzig, Germany	—	—	35
Leith, Scotland	—	—	50
Liverpool, England	667	7,030	23,333
London, England	125	8,903	3,759
Macraia, S. D.	—	—	361
Malmo, Sweden	—	—	200
Malta, Island of	—	—	1,220
Manchester, England	—	4,399	3,573
Manila, P. I.	—	—	9
Marsaibo, Venezuela	—	—	—
Marseilles, France	2,420	17,569	7,914
Martinique, W. I.	—	652	2,300
Matanzas, W. I.	—	—	5
Melbourne, Australia	—	—	64
Mersina, Turkey	—	—	71
Monte Cristi, S. D.	—	—	561
Montego Bay, W. I.	—	—	43
Montevideo, Uruguay	—	1,596	1,734
Moyaguez	2	—	27
Naples, Italy	—	1,763	2,313
Newcastle, England	—	—	213
Norrkoping, Sweden	—	—	60
Nuevitas, Cuba	—	103	19
Oran, Algeria	—	—	550
Panderna, Asia	—	—	250
Para, Brazil	—	—	38
Paramaribo, Dutch Guiana	—	—	14
Petras, Greece	—	—	325
Piraeus, Greece	—	3,109	29
Plantonia	—	—	3
Port Antonio, W. I.	—	115	45
Port au Prince, W. I.	7	77	77
Port Barrios, C. A.	—	14	27
Port Limon, C. R.	7	181	241
Port Said, Egypt	—	—	224
Progreso, Mexico	—	—	55
Puerto, Mexico	—	—	20
Puerto Plata, S. D.	—	—	239
Punta Arenas, C. R.	—	—	490
Ravenna, Italy	—	—	350
Rio Janeiro, Brazil	59	382	1,251
Rodosta, A. R.	—	—	525
Rosario, A. R.	—	—	135
Rotterdam, Holland	600	26,220	21,843
St. Johns, N. F.	—	—	21
St. Kitts, W. I.	—	415	106
St. Thomas, W. I.	—	—	9
Salonica, Turkey	—	—	2,230
Sanchez, S. D.	2	136	36
San Domingo, S. D.	—	119	278
San Juan, P. R.	—	—	89
Santiago, Cuba	54	1,150	324
Santos, Brazil	308	3,229	480
Savanilla, Colombia	—	—	3
Sekondi, Africa	—	—	9
Smyrna, Turkey	—	—	813
Southampton, England	—	350	820
Stettin, Germany	—	—	495
Stockholm, Sweden	—	—	100
Surinam, Dutch Guiana	—	—	41
Sydney, Australia	—	129	212
Tampico, Mexico	—	52	21
Tonsberg, Norway	—	—	150
Trebisond, Armenia	—	—	20
Trieste, Austria	1,199	20,544	9,119
Trinidad, Island of	—	205	191
Tripoli, Tripoli	—	—	10
Turks Island, W. I.	—	—	85
Valparaiso, Chile	—	744	3,408
Venice, Italy	—	14,061	13,568
Vera Cruz, Mexico	—	22	116
Wellington, N. Z.	41	41	91
Yokohama, Japan	—	—	16
Zanzibar, Zanzibar	—	—	47
Total	—	8,108	183,361

From New Orleans.

Antwerp, Belgium	—	300	6,725
Belfast, Ireland	—	150	130
Bremen, Germany	—	110	560
Bristol, England	—	—	50
Buenos Aires, A. R.	—	425	—
Christiania, Norway	—	6,090	5,360
Colon, Panama	—	40	—
Copenhagen, Denmark	—	—	375
Genoa, Italy	—	50	324
Glasgow, Scotland	—	500	925
Gothenberg, Sweden	—	1,200	300
Hamburg, Germany	280	2,876	4,789
Havana, Cuba	100	1,876	889
Havre, France	—	300	1,125
Kingston, W. I.	—	85	40
Liverpool, England	—	800	9,900
London, England	—	250	9,699
Manchester, England	—	1,175	2,071
Marseilles, France	—	1,200	2,325
Port Limon, C. R.	—	—	60
Progreso, Mexico	—	960	70
Rotterdam, Holland	—	22,029	28,580
Stavanger, Norway	—	135	—
Tampico, Mexico	—	—	330
Vera Cruz, Mexico	—	799	450
Total	—	350	41,395

From Galveston.

Antwerp, Belgium	—	—	120
Bremen, Germany	—	—	125
Copenhagen, Denmark	—	150	50
Genoa, Italy	—	—	20
Hamburg, Germany	—	200	2,748
Havana, Cuba	—	—	85
Rotterdam, Holland	—	—	7,000
Vera Cruz, Mexico	—	200	200
Total	—	—	550

From Baltimore.

Antwerp, Belgium	—	—	1,400
Bremerhaven, Germany	—	—	120
Christiania, Norway	—	300	—
Constanta, Roumania	—	—	50
Constantinople, Turkey	—	50	650
Gothenberg, Sweden	—	200	—
Hamburg, Germany	—	1,000	1,503
Havre, France	—	2,365	—
Liverpool, England	—	300	150
London, England	—	—	255
Malta, Island of	—	125	50
Rotterdam, Holland	—	—	250
Total	—	4,040	4,228

From Philadelphia.

Hamburg, Germany	—	273	180
Liverpool, England	—	763	349
London, England	—	250	—
Rotterdam, Holland	—	—	435
Total	—	1,286	964

From Savannah.

Antwerp, Belgium	—	—	866
Bremen, Germany	—	—	102
Hamburg, Germany	—	—	3,314
Havre, France	—	—	2,958
Liverpool, England	—	—	9,546
London, England	—	—	1,096
Rotterdam, Holland	—	14,985	16,456
Total	—	14,985	34,338

From Newport News.

Hamburg, Germany	—	500	2,375
Liverpool, England	—	—	1,100
Rotterdam, Holland	—	—	4,265
Total	—	500	7,740

From Norfolk.

Glasgow, Scotland	—	324	1,725
Hamburg, Germany	—	—	520
Liverpool, England	—	75	4,085
London, England	—	175	5,138
Rotterdam, Holland	—	3,173	8,980
Total	—	3,749	20,448

From All Other Ports.

Canada	—	15,197	118
Liverpool, England	—	210	2,399
Mexico (including overland)	3,884	26,286	23,635
Total	—	3,884	41,603

Recapitulation.

From New York	8,108	183,361	182,512
From New Orleans	350	41,395	103,102
From Galveston	—	550	10,338
From Baltimore	—	4,040	4,228
From Philadelphia	—	1,286	964
From Savannah	—	14,985	34,338
From Newport News	—	500	7,740
From Norfolk	—	3,749	20,448
From all other ports	3,884	41,603	26,152
Total	—	12,372	291,469

ADAPTABILITY OF MOTOR TRUCKS.

So much has been written about the efficiency and economy of the motor truck that one of its most useful and interesting attributes is apt to be overlooked. This is its remarkable adaptability, the feature in design that enables it to be adapted to almost any line of business simply by mounting on the chassis special bodies and equipment suited to given trades.

Every manufacturer of either gasoline or electric trucks and light wagons has adopted the plan of building the entire running gear and driving mechanism as a complete operative unit, independent of the body. There is usually no connection between this chassis and the body except the bolts necessary to hold the body in place on the frame. Any desired style of body can be mounted on any chassis, within certain limitations of size and weight.

A comparatively recent development with truck manufacturers is the making of each model in several lengths of wheelbase and frame length, to take short, medium, long and extra long bodies. The only difference in construction between these is the length of the side frames, the drive shaft, brake rods, etc.

Thus, a truck of any given load capacity can be fitted with a short, strong body for carrying hardware, machinery or other heavy material; medium length body for ordinary service, like the express business, general hauling, department store work, and so forth; or with very long body for boxes and barrels, beds and mattresses, cornices, theatre scenery, etc.

These and many other different types of bodies will be seen on the new models of motor trucks and delivery wagons to be exhibited at the coming Chicago and New York automobile shows. One maker alone, who manufactures only a 3,000-pound capacity vehicle, will show eleven different styles of bodies on his machines, just to indicate the great diversity of application. Other manufacturers will also make the most diversified exhibits possible, and salesmen in attendance at the different stands will be provided with albums of photographs showing scores of other applications and body styles, from fire department apparatus to funeral cars.

There will be some unusually interesting and spectacular exhibits. Aside from merely building special bodies to mount on standard chassis, the truck maker often goes to great lengths to give a customer a work vehicle especially suited to his needs. By designing and fitting to the chassis special mechanism he gives the contractor and coal dealer trucks with dumping bodies operated by the truck motor; or he constructs a short, strong tractor that can be coupled to a pair of steel-tired rear wheels to act as a trailer for hauling extra long timbers, rails or structural steel beams. Such trailers can be connected to hook and ladder trucks, standpipes or even steam fire engines to take the place of horses.

A new type of gasoline truck with front wheel drive that will be exhibited at the show for the first time has no machinery whatever back of the driver's seat, which makes it possible to attach a pair of rear wheels and very low dray type body commonly used around docks, especially in California. Emergency wagons for street railway use are built with turntables that can be elevated by a crank or by power from the motor. Trucks used by electric light and power companies and by safe and machinery concerns have powerful winches that can be driven by the vehicle motor to haul cable through conduits, stretch overhead cables, set up tall electric light poles, hoist safes to upper stories of office buildings, load and unload heavy machinery, and so on.

Tank trucks for handling oil in bulk are common. Similar vehicles equipped with pumps driven by the vehicle motor are employed for street sprinkling, while recent novel applications are machines for spreading hot crude oil and tar on street surfaces. A large vinegar and pickle concern has just bought a motor truck with power pump for hauling vinegar in bulk. Both centrifugal and reciprocating pumps driven by the truck engine are built into machines for use as fire engines.

Thus, the motor truck is not merely a substitute for horse-drawn vehicles, but is an independent self-moving power plant that can be adapted to many special purposes that cannot be accomplished by any other single means.

HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

Chicago.

PACKER HIDES.—There has been quite a little activity in the market this week, as shown by the late sales previously noted, and transactions in all weights of native cows alone will figure up so far to about 30,000. The slaughter of native cattle is keeping up this month, and is about the same as at this time a year ago. The general disposition of the market is somewhat firmer on branded varieties than on native hides. Native steers are inactive, and in a mostly nominal position, but not considered quotable over 18½¢ for December salting. January salting is quiet, and no sales of these are as yet noted, although some buyers may be disposed to pay as much for Januarys as for Decembers, owing to the grubbing selection on the former. One packer offers December-January salting at 18½¢@18¾¢. Spread native steers are entirely neglected, and it is not expected anything will be done here until the large accumulations of last year are removed in New York. Newark tanners claim they will get their spreadies this year without paying much premium, as the demand for them is more limited, and there is less disposition to buy them ahead as in former years. The late sale previously noted of spready cows at 16¾¢, which is the same price as rules on regular heavy and light cows, tends to confirm claims of no premium for spreadies. Texas steers are steady on the basis of last sales at 17¼¢ for heavies, 17¢ for lights, and 16¾¢ for extremes, and December-January salting is offered at these prices, including Oklahoma City. One packer lately refused 17¢ for late December and early January heavies alone. Butt brands are quiet but unchanged, with last sales at 17¢ f. o. b. Missouri river for mostly Novembers. Colorados are quiet, but in some inquiry. Prices rule 16¾¢@17¢; last sale heavy average 16¾¢. Branded cows are steady at 16¾¢, as per last sale noted of 5,000 Januarys at this. Native cows have again ruled active this week, with total sales as previously noted of about 30,000 lights, heavies and spreadies all at 16¾¢. In the recent sale of spready cows at 16¾¢ for November-December salting, some kosheres were included at ½¢ less, or 16¼¢. The slaughter of light native cows by the packers continues larger this month than it was last year at this time, and this helps to supply the shortage of cows that exists in the country. Native bulls unchanged. Last sale November-December 15¢. Branded bulls last sold at 12¼¢.

Later.—The market rules quiet, especially for January salting native steers and all weight native cows.

COUNTRY HIDES.—There is a small supply of country hides for January delivery, and this has enabled the packers to sell large quantities of all weights of native cows, which were very dull last month. Sole leather tanners are looking for lower prices when both country and packer hides run grubby. At present the situation here continues firm, but trade is quiet. Chicago dealers have been able to realize top asking rates for choice fall hides from local and nearby tanners, but Eastern tanners are out here. Although 2@3 cars of Twin City 50-lb. end up fall hides sold at 15¢. Chicago freight, as previously noted, another car of outside Illinois 45-lb. and up current receipts sold 14¼¢. Buffs continue quotable at 14¼¢@15¢,

with last sales at 15¢, and this generally asked, but most buyers will not give over 14¼¢ for regular current receipts for January delivery. Dealers here claim they can sell few for shipment this month, and continue to ask 15¢. Heavy cows are also quotable at 14¼¢@15¢, with no further trading noted in these. Extremes are firmer than anything else, owing to the good demand from patent side leather tanners. Good lots for January delivery are quoted firm at 16¢, and for all fall special selection clear of grub hides 16¼¢ is asked. Southwesterns offered at 15¾¢ are unsold. Heavy steers rule down to 15¢ for ordinary stock, but better lots are steady at 15½¢@16¢.

Later.—Dealers still claim to be declining bids of 15¢ for choice buffs on hand for immediate shipment.

HORSE HIDES.—Asking prices are 5@10¢ higher, and some sales are claimed at better than last quotations of \$4.15@4.25 for good lots of mixed city and country hides.

CALFSKINS.—There is no improvement in this market, and most tanners are only disposed to make low bids. Best Chicago cities last sold at 18¾¢, and another car of less choice Chicago cities sold at 18½¢. Outside cities rule from 18@18½¢, as to lots, and countries range all the way from 16½¢@17½¢. Kips range from 16@17¢ for countries to cities. Mixed city and country light calf last sold at \$1.27½, and under 7-lb. deacons \$1.07½.

Later.—One packer has made a sale of about 15,000 October to date salting skins at private terms, but said to be at under 20¢; possibly 19¾¢ or 19½¢. A car of outside city skins sold at 18¼¢.

SHEEPSKINS.—The market is unchanged, for although buyers are talking 5@10¢ down some of the packers are pulling about their production of pelts. Regular packer heavy pelts are held at \$1.50@1.55, while ordinary runs range from \$1.35@1.45 asked, and buyers' views 5@10¢ lower on each. Outside city packer pelts range from \$1.20 up to close to regular packer rates, with most sales around \$1.25. Late receipt countries average \$1@1.15.

New York.

DRY HIDES.—No further trading is noted in common varieties, and there are only some small scattering lots of late receipt on hand. Of the 2,075 Orinocos received recently per the "Maracas" 500 were sold previous to arrival, and the balance of 1,575 are unsold on the market as yet. Prices rule generally firm. Other arrivals include about 800 Bogotas, etc., per the S. S. "Thames," and about 400 Central Americans, etc., per the S. S. "Carrillo." The River Plate market continues firm. One house is reported to be asking 31¢ for Buenos Aires, but this may be for some special weight short trim hides, as other concerns do not quote regular weight Buenos Aires at over 29½¢@30¢. Some offerings at 30¢ are not taken by tanners here. There is a stronger market apparently on Chinas than heretofore, although the market on these has not become thoroughly established as yet, and the bulk of the season's supplies are unsold as yet. Europe at present is the principal buyer of Chinas, but parties here have made sales of regular sole leather weights between 10 and 20 lbs., at better than 14d. The market is mostly quoted at 14¼¢@14½¢, and asking rates are 14½¢@14½¢, and it is doubted in some quarters if any more could be secured at under the inside price. As previously noted Calcutta buffaloes are about 7@10 per cent. from former top rates lower, and Commissariats slaughters are now being quoted in a nominal way around 10½¢@10¾¢.

WET SALTED HIDES.—The strength of the market on River Plate descriptions continues pronounced, and prices for the past week or so have been higher than the former

top rates of late last year before the break occurred. A sale is reported of 4,000 Samsinena frigorifico steers at a further advance to Europe, and the price secured is variously figured in different quarters at 20¼¢, 20 5-16¢, and 20¾¢, c. & f. basis, including commissions. Mexicans are quoted firm on the basis of 15½¢ for good coast varieties, as per last sales. The S. S. "Prinz Eitel Friedrich" brought 1,085 bds. of Cubans.

CITY PACKER HIDES.—Rumors concerning sales of spready native steers continue, but nothing definite is confirmed regarding this, and most reports regarding prices, etc., are only guess work. The rumor now is that one packer sold 5@6 cars of last year spreadies, running back a car each month from December, at 19½¢, but the packer credited with the business does not own up to the transaction with some parties, and to others admits selling and does not give out any price, possibly because the figure was so much under 19½¢ that it is not cared to have it come out. Some other packers do not claim to have bids at over 19¢.

COUNTRY HIDES.—The market is rather quiet here again, owing to the fact that some large buyers who were operating quite freely last week are not making any purchases now of account. The offerings of all kinds continue very light, and owing to this fact dealers are mostly firm in their views. Some holders are not as strong as others, however, and a car of western Pennsylvania 50-lb. and up heavy cows was offered here today as fall hides at 14¼¢ selected, and the holders were previously asking this price for current receipt hides. Most offerings of Pennsylvania, Ohio and other Middle West buffs are not at under 15¢ selected for prompt delivery, but no sales have been made here at over 14¼¢, and buyers are now talking that they would not pay this figure unless for back salting stock.

CALFSKINS.—No further trading is noted and the market is unchanged, with the tendency still easy. New York Cities are quoted at a range of \$1.65@1.70, \$2.12½@2.15 and \$2.45@2.50, and mixed cities and countries at \$1.50@1.55, \$1.95@1.97½ and \$2.25.

FOREIGN TRADE OPPORTUNITIES.

The following foreign trade opportunities are offered in Daily Consular and Trade Reports. Additional information can be secured from the Bureau of Foreign and Domestic Commerce, Washington, D. C. Refer to number in making inquiries:

No. 10183. Lard.—An American consular officer reports that a wholesale agent in a European City, who is well acquainted with the local lard, tallow and cottonseed oil trade, wishes to represent American packers who manufacture lard and who are desirous of extending their trade in the country in which he is located. The inquirer claims to have good connections with wholesale buyers and furnishes references. Correspondence may be in English, German or French. If necessary, this agent would be willing to visit the United States to make arrangements.

No. 10210. Cottonseed Oil.—A report from an American consular officer in a South American country states that a local business firm desires to be placed in communication with American exporters of cottonseed oil, who wish agents in the country in question. This firm has previously requested similar agencies, but up to the present time has received no satisfactory response.

No. 10218. Oils, Ham, Fish, Etc.—A business firm in a South American country informs an American consular officer that it is anxious to secure the local representation of firms exporting the following articles: Cottonseed oil, ham, oysters, salmon, lobsters, etc. Correspondence should be in Spanish.

Chicago Section

How does a fellow go about swearing off swearing?

Ground hog day cometh on apace. Then we shall know all about it.

Most of the would-be "cabinet"-makers are just common wood butchers.

The Colonel must have seen his shadow, or did some one chloroform him?

The way they're graded now, in some communities, is: Hens, chickens, squabs.

Among other things women come high, too, these days. All Eve cost Adam was one bone.

There does not seem to be very much pomp and vanity in Woodrow Wilson's make-up.

Amateur golfers and automobile-dodging pedestrians are a tie in the lurid language scores up to the present.

The fire, murder, burglar, hold-up market shows continued strength and activity; in fact, it is "bull"-ish.

"If we had some ham, we'd have ham and eggs for breakfast, if we had some eggs," said Flatbroke to Mrs. F.

"What makes you so late?" asked Mrs. Bump. "Had t'lug package home. Parcel post refused t' deliver," said Bump.

President-elect Wilson is getting all kinds of advice free of charge. The woods are full of advisors, most of 'em out of work.

The camel corps is on its 'leventh lap and going strong. The wagon is steering clear of the worst ruts, with fairly good success.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, January 11, 1913, averaged 10.62 cents per pound.

The packing plant of P. Burns & Company, Calgary, Alberta, was destroyed by fire on January 13. Loss estimated at upwards of \$2,000,000.

To hear some of 'em tell it, 1913 holds dire disaster. If you are looking for it, you'll get it. Jevver see a guy looking for trouble that didn't get it?

Of two dangers choose the least. Let the hold-up have his revolver, if he must ply his trade, but for the love of Mike take the rifle away from the cop.

Secretary Wilson on his retirement will have the satisfaction of knowing that he

leaves a namesake in charge of the whole works at Washington, anyhow.

The value of ice cream as a food has been recognized, at least by the medical fraternity, for years. Now, why should not the packer make ice cream? He has every facility.

Someone remarked that in 50 years 80 per cent. of the people on this mundane sphere will be crazy. To which old man Uptub replied: "Too much improvement to expect!"

Butter! They'd otter butt her or him in the neck who is responsible for the manufacture of 99 per cent. of it. The Chicago average brand wouldn't make decent axle grease.

Some women have no sense at all. The other night one of her took fright at a drunken man and screamed to beat the band, and woke up some half a dozen policemen in as many saloons in the block. "Hellova note," said the cops, "that we can't sleep without being disturbed!"

The packing business is just one continuous joyous picnic. Ask any packer. The Chicago stock yards packers are to be prosecuted some more, however, which takes a little of the gilt off'n the frame of their blissful dream. In spite of the happy care-free life a packer leads, many of him finds his head growing through his hair—prematurely.

Paradoxical as it may seem, a nude steer is a dressed steer, and vice-versa. Now, a certain Mrs. Hazel Morse, member of New Rochelle's Humane Society, saw two nude steers in a butcher shop window and had a fit. Said it was awful to expose such frightfully demoralizing sights for children to see, and got after the whole society, city officials, et al, to put a stop to it. Butchers are a rude class of people, anyhow.

ANDREW TALKS ON OLEO AND BUTTER.

A writer for the daily press whose "Andrew and Imogene" dialogues have become famous discusses butter and oleomargarine as follows in a recent issue of the Boston Traveler:

"I see," said Imogene, "that they are trying to pass a law down in Washington which will compel the makers of oleomargarine to make their product 51 per cent. white, and then landladies and hotel keepers will not be able to fool the public into thinking it is butter!" "I suppose you think that would be proper?" said Andrew.

"Indeed I do," said Imogene, with emphasis. "I think we are entitled to pure food when we pay out our good money."

"Do you think you are getting pure food when you buy cow butter rather than the chemical kind? If you think, my dear lady, you are going to get pure things because you are getting things as nature made them, all you have to do is to investigate the health office on cow's milk."

"The average gallon of milk contains three quarts of deadly germs and one quart of water—milk and butter fat a trace! Ty-

phoid, scarlet fever, sleeping sickness, chilblains, ingrowing ambitions and pollywogs have all been discovered in one spoonful of milk and 867 tubercle bacilli crawled up the spoon handle and escaped while the investigator stopped to scratch his ear.

"Butterine is manufactured under the most perfect chemical sanitary conditions, and there is no cow with tuberculosis in the factory, nor is there any opportunity for one to step into the milk bucket. There is no typhoid-tainted well to wash the milk pans in, nor any farmhand with yellow jaundice to handle the milk!"

"What the incubator is to the hen the oleo manufacturer is to the cow, and when oleo was first introduced into this country, if it had been put forward as an improvement on butter instead of a cheap substitute for it, and the price had been higher than butter, all the best places would have been serving it, and a person's social standing would have been regulated by whether he ate common butter or the new scientific improvement on it!"

"There is another thing in favor of the oleo, too! The makers of it can eat as much garlic as they please without affecting the flavor of the product in any way, while with the cow it's different. You know her factory is on the inside of her. She is not only the producer, but the manufacturer as well."

"Me for the horseless carriage, me for the henless egg, me for the hogless lard, and me for the cowless butter! No man can tell me that any cow knows as much about sanitary manufacture of butter as a spotless factory presided over by a corps of competent chemists! How could she? She never went to college."

"But don't you think the farmers should be protected against these heartless monopolies?" asked Imogene.

"Jumpin' grasshoppers, woman! It's time to let up on this honest farmer's watchful bark! At the present price of his products the farmer has the world by the tail and a down hill pull! What's the matter with giving the poor ultimate consumer a chance? The farmer has never given us anything but scarlet fever in the cream, locomotor ataxia in the butter, and atrophy of the bank book. Imogene, did you ever see a cow flea?"

"How can you talk about such things!" she said. "I can never eat butter again! Do they have 'em?"

"Deed, I don't know," grinned Andrew. "Everything else does!"

G. M. BRILL. P. A. LINDBERG. H. C. GARDNER.
BRILL & GARDNER
ENGINEERS
Mechanical, Electrical Architectural
Specialties: Packing Plants Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

DAVID I. DAVIS & CO.
PACKING HOUSE EXPERTS
Manhattan Building, CHICAGO, ILL.
Designers of Packing Plants
Cold Storage and Warehouses

PRINTED PARCHMENT WRAPPERS

are the best advertisement for your business and you can't get anything so satisfactory as the PURITAN BRAND. Ask for samples.

THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio

MERIT!!!

That is what makes our

SUPREME ANHYDROUS AMMONIA

tower way above all others.

It is a product of which we are justly proud.

Did you ever hear of anyone change after once using

ANHYDROUS **SUPREME** AMMONIA

"EVERY OUNCE ENERGIZES"

Drop a line for a demonstration.

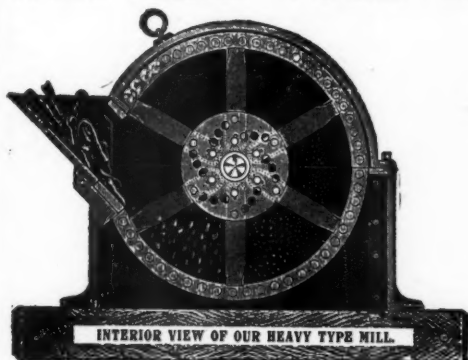
Supreme Means { Less Power—Less Coal—Less Expense.
More Refrigeration—More Satisfaction—More Efficiency.

NEW YORK **MORRIS & COMPANY**

CHICAGO
U. S. YARDS

WHY SELL YOUR TANKAGE and BONE UNGROUND?

GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

—A— WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS
HIGHEST VALUE

Also Grinds Shells, Cracklings, Etc., for Poultry Food

Manufactured and Licensed under 87 separate and distinct Patents

WRITE FOR BULLETIN No. 9

THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.

CONSOLIDATED DRESSED BEEF CO.

ABATTOIR
AND
SALESROOMS
STOCK YARDS
30th and Race Sts.
PHILADELPHIA

CAR LOTS SHIPPED TO ANY PART OF THE U. S.

We invite New York and New Jersey butchers to visit
us. Philadelphia is only two hours from New York.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 6	25,591	1,345	46,521	28,987
Tuesday, Jan. 7	7,311	1,959	42,149	22,987
Wednesday, Jan. 8	14,169	1,815	32,480	23,081
Thursday, Jan. 9	7,876	1,109	27,007	24,806
Friday, Jan. 10	2,829	334	24,752	23,042
Saturday, Jan. 11	591	40	15,533	2,704
Total last week	58,367	6,602	188,552	125,138
Previous week	49,876	6,170	163,505	106,405
Cor. week, 1912	62,069	6,679	211,954	142,818
Cor. week, 1911	59,770	7,292	157,406	100,470

SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Jan. 6	5,828	220	9,713
Tuesday, Jan. 7	2,566	199	5,380
Wednesday, Jan. 8	4,586	173	7,065
Thursday, Jan. 9	3,180	109	5,208
Friday, Jan. 10	2,953	95	4,608
Saturday, Jan. 11	294	...	4,520
Total last week	19,317	856	36,494
Previous week	17,742	621	35,221
Cor. week, 1912	23,349	1,398	32,936
Cor. week, 1911	27,875	509	34,345

CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Jan. 11, 1913	82,347	284,056	185,092
Same period, 1912	116,035	302,879	246,083

Combined receipts at eleven points:

Week ending Jan. 11, 1913	597,000
Previous week	511,000
Year ago	731,000
Two years ago	554,000
Total year to date	895,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Jan. 11, 1913	132,000	430,000	240,000
Week ago	131,700	354,300	197,800
Year ago	150,100	335,300	278,200
Two years ago	164,100	377,300	206,300
Totals, 1912, to date	207,000	638,000	343,000
Totals, 1913, to date	297,000	899,000	507,000

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Jan. 11, 1913:	
Armour & Co.	36,600
Swift & Co.	21,600
S. & S. Co.	17,600
Morris & Co.	13,700
Anglo-American	8,100
Boyd-Lunham	6,800
Hammond	11,100
Western P. Co.	9,500
Roberts & Oake	6,000
Miller & Hart	3,800
Independent P. Co.	6,100
Brennan P. Co.	4,200
Others	15,200
Totals	160,300
Previous week	138,100
1912	156,100
1911	125,000
Total year to date	248,000
Same period last year	291,800

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week	\$8.00	\$7.43	\$5.25	\$8.70
Previous week	8.05	7.50	4.90	8.25
Cor. week, 1912	7.00	6.33	4.55	6.50
Cor. week, 1911	6.20	7.93	4.10	6.25
Cor. week, 1910	6.25	8.57	5.50	8.30

CATTLE.

Good to choice steers	\$8.25@9.40
Fair to good steers	7.25@8.25
Common to fair heaves	6.00@7.25
Inferior killers	5.50@6.50
Canner bulls	2.50@4.00
Fair to choice vealers	9.25@10.75
Heavy calves	8.25@9.00
Feeding steers	6.25@7.50
Stockers	4.75@5.00

Medium to good beef cows	4.25@6.00
Common to good cutters	3.00@4.00
Inferior to good canners	2.50@3.25
Bologna bulls	5.50@5.55
Butcher bulls	6.25@7.25

HOGS.

Good to prime heavy	\$7.30@7.40
Good to prime butchers	7.25@7.40
Fair to good packing	7.20@7.30
Rough heavy packing	7.10@7.20
Light mixed, 120@200 lbs.	7.10@7.25
Choice light, 170@200 lbs.	7.25@7.40
Pigs, 110 lbs. and under	6.25@7.00
Pigs, 110@140 lbs.	7.00@7.25
Boars, according to weight	4.00@4.50
*Stags, according to weight	7.00@7.90

*All stags subject to 80 lbs. dockage.

SHEEP.

Fed yearlings	\$7.25@8.25
Native lambs	8.25@9.35
Fed lambs	8.25@9.50
Native yearlings	6.50@7.75
Feeding lambs	6.00@7.25
Breeding ewes	4.00@5.00
Good to choice wethers	5.25@6.25
Good to choice ewes	4.75@5.65

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, JANUARY 11, 1913.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January	\$17.82½	\$17.82½	\$17.80	\$17.80
May	18.15	18.20	18.12½	18.20
LARD—(Per 100 lbs.)—				
January	9.50	9.55	9.50	9.52½
May	9.75	9.77½	9.72½	9.77½
July	9.77½	9.80	9.77½	9.80
RIBS—(Boxed, 25c. more than loose)—				
January	9.60	9.62½	9.57½	9.60
May	9.70	9.72½	9.70	9.72½

MONDAY, JANUARY 13, 1913.

PORK—(Per bbl.)—				
January	17.82½	17.90	17.80	17.85
May	18.17½	18.30	18.17½	18.25
LARD—(Per 100 lbs.)—				
January	9.65	9.70	9.65	9.68
May	9.77½	9.85	9.77½	9.82½
July	9.85	9.87½	9.82½	9.85
RIBS—(Boxed, 25c. more than loose)—				
January	9.67½	9.72½	9.67½	9.67½
May	9.75	9.80	9.72½	9.77½

TUESDAY, JANUARY 14, 1913.

PORK—(Per bbl.)—				
January	18.05	18.10	18.05	18.05
May	18.37½	18.45	18.35	18.37½
LARD—(Per 100 lbs.)—				
January	9.65	9.70	9.65	9.70
May	9.87½	9.90	9.85	9.90
July	9.90	9.95	9.90	9.92½
RIBS—(Boxed, 25c. more than loose)—				
January	9.77½	9.77½	9.75	9.75
May	9.85	9.87½	9.82½	9.87½

WEDNESDAY, JANUARY 15, 1913.

PORK—(Per bbl.)—				
January	18.07½	18.20	18.07½	18.20
May	18.40	18.57½	18.37½	18.53
LARD—(Per 100 lbs.)—				
January	9.75	9.75	9.72½	9.75
May	9.92½	9.97½	9.90	9.97½
July	9.95	10.02½	9.95	10.02½
RIBS—(Boxed, 25c. more than loose)—				
January	9.77½	9.80	9.77½	9.77½
May	9.92½	9.95	9.87½	9.95

THURSDAY, JANUARY 16, 1913.

PORK—(Per bbl.)—				
January	18.30	18.32½	18.30	18.32½
May	18.60	18.75	18.60	18.70

LARD—(Per 100 lbs.)—

January	10.00	10.07½	10.00	10.07½
May	10.00	10.12½	10.00	10.10
July	10.05	10.12½	10.05	10.10

RIBS—(Boxed, 25c. more than loose)—

January	9.80	9.85	9.80	9.85
May	9.97½	10.05	9.97½	10.00
July	10.05	10.10	10.05	10.07½

FRIDAY, JANUARY 17, 1913.

PORK—(Per bbl.)—

January	18.42½	18.50	18.42½	18.50
May	18.65	18.77½	18.62½	18.77½

LARD—(Per 100 lbs.)—

January	9.90	9.95½	9.90	9.95
May	10.07½	10.15	10.02½	10.10

RIBS—(Boxed, 25c. more than loose)—

January	9.87½	9.95	9.87½	9.95
May	10.00	10.07½	10.00	10.05

†Bld. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast	22	@23
Native Sirloin Steaks	20	@22
Native Porterhouse Steaks	23	@25
Native Pot Roasts	16	@18
Rib Roasts from light cattle	14	@15
Beef Stew	12½	@15
Boneless Corned Briskets, Native	16	@16
Corned Rumps, Native	16	@16
Corned Ribs	10	@12½
Corned Flanks	10	@10
Round Steaks	16	@22
Round Roasts	14	@16
Shoulder Steaks	16	@16
Shoulder Roasts	15	@16
Shoulder Neck End, Trimmed	12½	@12½
Roiled Roast	16	@16

Lamb.

Hind Quarters, fancy	@20
Fore Quarters, fancy	@14
Legs, fancy	@22
Stew	@10
Chops, shoulder, per lb.	@16
Chops, rib and loin, per lb.	@30
Chops, Frenched, each	@12½

Mutton.

Legs	@14
Stew	@7
Shoulders	@12½
Hind Quarters	@11
Fore Quarters	@8
Rib and Loin Chops	@16
Shoulder Chops	@12½

Pork.

Pork Loin	@14
Pork Chops	@16
Pork Tenderloins	@40
Pork Butts	@15
Spare Ribs	@12½
Hocks	@11
Pigs' Heads	@8
Leaf Lard	@15

Veal.

Hind Quarters	18	@22
Fore Quarters	14	@16
Legs	20	@24
Breasts	16	@16
Shoulders	18	@20
Cutlets	80	@80
Rib and Loin Chops	25	@25

Butchers' Offal.

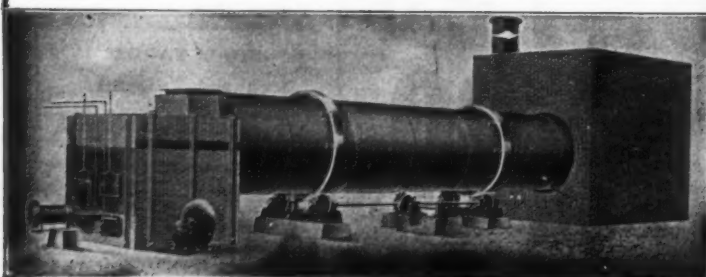
Suet	@8½
Tallow	@4½
Bones, per cwt.	@1.00
Calfskins, 8 to 15 lbs.	@20
Calfskins, under 8 lbs. (deacon)	@65
Klips	@16

AUTOMATIC
IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers.....	14 1/2 @ 15
Good native steers.....	@ 14 1/2
Native steers, medium.....	12 1/2 @ 12 1/2
Helpers, good.....	11 1/2 @ 12
Cows.....	9 1/2 @ 10 1/2
Hind Quarters, choice.....	@ 15
Fore Quarters, choice.....	@ 10 1/2

Beef Cuts.

Cow Chucks.....	7 1/2 @ 8 1/4
Steer Chucks.....	@ 10
Boneless Chucks.....	@ 8 1/4
Medium Plates.....	@ 8 1/4
Steer Plates.....	@ 8 1/4
Cow Rounds.....	8 1/4 @ 9 1/4
Steer Rounds.....	@ 12 1/2
Cow Loins.....	11 1/2 @ 14
Steer Loins, Heavy.....	@ 25 1/2
Beef Tenderloins.....	@ 30
Beef Tenderloins, No. 2.....	@ 28
Strip Loins.....	@ 10
Sirloin Butts.....	@ 14
Shoulder Clods.....	@ 11
Rolls.....	@ 14
Rump Butts.....	10 @ 13
Trimblings.....	@ 7 1/2
Shank.....	@ 8
Cow Ribs, Common, Light.....	8 @ 10
Cow Ribs, Heavy.....	@ 13
Steer Ribs, Light.....	@ 17
Steer Ribs, Heavy.....	@ 21
Loins Ends, steer, native.....	@ 16 1/2
Loins Ends, cow.....	@ 14
Hanging Tenderloins.....	@ 8
Flank Steak.....	@ 13 1/2
Hind Shanks.....	@ 4 1/2

Beef Offal.

Brains, each.....	@ 8
Hearts.....	7 @ 7 1/2
Tongues.....	@ 17 1/2
Sweetbreads.....	@ 30
Ox Tail, per lb.....	@ 8
Fresh Tripe, plain.....	@ 3 1/2
Fresh Tripe, H. C.....	@ 5 1/2
Brains.....	@ 8
Kidneys, each.....	@ 8

Veal.

Heavy Carcass, Veal.....	11 @ 14
Light Carcass.....	@ 14 1/2
Good Carcass.....	@ 16
Good Saddle.....	@ 17
Medium Racks.....	@ 12
Good Racks.....	@ 14

Veal Offal.

Brains, each.....	@ 8
Sweetbreads.....	@ 65
Plucks.....	@ 65
Heads, each.....	20 @ 25

Lambs.

Good Caul.....	@ 14
Round Dressed Lambs.....	@ 16 1/2
Saddles, Caul.....	@ 17
R. D. Lamb Racks.....	@ 10 1/2
Caul Lamb Racks.....	@ 10
R. D. Lamb Saddles.....	@ 19
Lamb Fries, per pair.....	@ 10
Lamb Tongues, each.....	@ 4
Lamb Kidneys, each.....	@ 1 1/2

Mutton.

Medium Sheep.....	@ 10
Good Sheep.....	@ 10 1/2
Medium Saddles.....	@ 12
Good Saddles.....	@ 16
Good Racks.....	@ 7
Medium Racks.....	@ 6
Mutton Legs.....	@ 15
Mutton Loins.....	@ 7
Mutton Stew.....	@ 6
Sheep Tongues, each.....	@ 2 1/2
Sheep Heads, each.....	@ 10

Fresh Pork, Etc.

Dressed Hogs.....	@ 11 1/2
Pork Loins.....	@ 11 1/2
Leaf Lard.....	@ 10 1/2
Tenderloins.....	@ 20
Spare Ribs.....	@ 9 1/4
Butts.....	@ 8 1/4
Hocks.....	@ 8 1/4
Trimblings.....	@ 9
Extra Lean Trimblings.....	@ 9
Tails.....	@ 7 1/2
Snouts.....	@ 6
Pigs' Feet.....	@ 3 1/2
Pigs' Heads.....	@ 5 1/2
Blade Bones.....	@ 8
Blade Meat.....	@ 8 1/4
Cheek Meat.....	@ 7 1/2
Hog Livers, per lb.....	8 1/2 @ 4
Neck Bones.....	@ 3
Skinned Shoulders.....	@ 10 1/2
Pork Hearts.....	@ 7
Pork Kidneys, per lb.....	@ 5
Pork Tongues.....	10 @ 11 1/2
Silp Bones.....	@ 5
Tail Bones.....	@ 6 1/2
Brains.....	@ 11
Backfat.....	@ 13 1/2
Hams.....	@ 12 1/2
Calas.....	@ 14 1/2
Belles.....	@ 10 1/2
Shoulders.....	@ 10 1/2

SAUSAGE.

Columbia Cloth Bologna.....	@ 10
Bologna, large, long, round, in casings.....	@ 9 1/2

Choice Bologna.....	@ 12
Frankfurters.....	@ 11 1/2
Blood, Liver and Headcheese.....	@ 9 1/2
Tongue.....	@ 14 1/2
Minced Sausage.....	@ 12
Luncheon Sausage, cloth parafoine.....	@ 17
New England Sausage.....	@ 16
Compressed Luncheon Sausage.....	@ 16
Special Compressed Ham.....	@ 16
Berliner Sausage.....	@ 13
Boneless Butts in casings.....	@ 23
Oxford Butts in casings.....	@ 18
Polish Sausage.....	@ 11 1/2
Garlic Sausage.....	@ 12
Country Smoked Sausage.....	@ 13
Farm Sausage.....	@ 16
Pork Sausage, bulk or link.....	@ 10
Pork Sausage, short link.....	@ 10 1/2
Boneless Pigs' Feet.....	@ 9
Luncheon roll.....	@ 14
Hams, Bologna.....	@ 14 1/2
Jellied Roll.....	@ 18 1/2

Summer Sausage.

Best Summer, H. C., Medium Dry.....	@ 19
German Salami, Medium Dry.....	@ 21
Italian Salami.....	@ 25 1/2
Holsteiner.....	@ 16
Mettwurst, New.....	@ 17 1/2
Farmer.....	@ 17 1/2

Sausage in Oil.

Smoked Sausage, 1-50.....	\$6.00
Smoked Sausage, 2-20.....	5.50
Bologna, 1-50.....	5.50
Bologna, 2-20.....	5.00
Frankfurt, 1-50.....	5.00
Frankfurt, 2-20.....	5.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$10.00
Pickled Plain Tripe, in 200-lb. barrels.....	7.25
Pickled H. C. Tripe, in 200-lb. barrels.....	8.50
Pickled Ox Lips, in 200-lb. barrels.....	—
Pickled Pigs' Snouts, in 200-lb. barrels.....	15.50
Lamb Tongues, Short Cut, barrels.....	34.50

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case.....	\$2.10
2 lbs., 1 or 2 doz. to case.....	4.00
6 lbs., 1 doz. to case.....	15.50
14 lbs., 1/2 doz. to case.....	34.50

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box.....	\$3.25
4-oz. jars, 1 doz. in box.....	6.25
8-oz. jars, 1/2 doz. in box.....	11.50
16-oz. jars, 1/4 doz. in box.....	22.50
2, 5 and 10-lb. tins.....	\$1.50 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@ 19.00
Plate Beef.....	@ 19.00
Prime Mess Beef.....	@ 19.00
Extra Mess Beef.....	@ 19.00
Beef Hams (220 lbs. to bbl.).....	@ 19.00
Rump Butts.....	@ 18.00
Mess Pork, new.....	@ 22.00
Clear Fat Backs.....	@ 21.50
Family Back Pork.....	@ 17.50
Bean Pork.....	@ 17.50

LARD.

Pure leaf, kettle rendered, per lb., tcs.....	@ 11 1/2
Pure lard.....	@ 10 1/2
Lard, substitutes, tcs.....	@ 8 1/4
Lard, compound.....	@ 8
Cooking oil, per gal., in barrels.....	@ 52
Barrels, 1/4 c. over tierces; half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.....	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	15 1/2 @ 19 1/2
Cooks' and bakers' shortening, tubs.....	13 @ 14

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.....	@ 13
Clear Bellies, 18 @ 20 avg.....	@ 12 1/2
Rib Bellies, 18 @ 20 avg.....	@ 12 1/2
Fat Backs, 12 @ 14 avg.....	@ 10 1/2
Regular Plates.....	@ 10 1/2
Clear Plates.....	@ 10 1/2
Butts.....	@ 9 1/2
Bacon meats, 1/4 c. to 1 c. more.....	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.....	@ 16 1/2
Hams, 16 lbs., avg.....	@ 16
Skinned Hams.....	@ 16 1/2
Calas, 4 @ 10 lbs., avg.....	@ 12
Calas, 6 @ 12 lbs., avg.....	@ 11 1/2
New York Shoulders, 8 @ 12 lbs., avg.....	@ 13
Breakfast Bacon, fancy.....	@ 22
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.....	@ 16
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.....	@ 17
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.....	@ 12
Dried Beef Sets.....	@ 20 1/4
Dried Beef Inside.....	@ 23 1/4
Dried Beef Knuckles.....	@ 22 1/4
Dried Beef Outsoles.....	@ 19
Regular Boiled Hams.....	@ 22 1/4
Smoked Boiled Hams.....	@ 23
Roiled Calas.....	@ 19
Cooked Loin Rolls.....	@ 26
Cooked Rolled Shoulders.....	@ 19

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set.....	@ 18
Export Rounds.....	@ 23
Middles, per set.....	@ 70
Beef bungs, per piece.....	@ 18 1/2
Beef wassands.....	@ 7 1/2
Beef bladders, medium.....	@ 35
Beef bladders, small, per doz.....	@ 45
Hog casings, free of salt.....	@ 70
Hog middles, per set.....	@ 12
Hog bungs, export.....	@ 10
Hog bungs, large medium.....	@ 7
Hog bungs, prime.....	@ 5
Hog bungs, narrow.....	@ 5
Imported wide sheep casings.....	@ 90
Imported medium wide sheep casings.....	@ 70
Imported medium sheep casings.....	@ 60
Hog stomachs, per piece.....	@ 4

FERTILIZERS.

Dried blood, per unit.....	2.62 @ 2.65
Hoof meal, per unit.....	2.35 @ 2.45
Concentrated tankage.....	2.30 @ 2.35
Ground tankage, 12%.....	@ 2.45 and 10c.
Ground tankage, 11%.....	@ 2.45 and 10c.
Ground tankage, 8 and 25%.....	@ 2.45 and 10c.
Crushed tankage, 9 and 20%.....	@ 2.25 and 10c.
Ground tankage, 6 1/2 and 30%.....	18.50 @ 19.00
Ground rawbone, per ton.....	24.00 @ 25.00
Ground steam bone, per ton.....	18.00 @ 19.00
Unground tankage, per ton less than ground.....	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.....	250.00 @ 275.00
Horns, black, per ton.....	24.50 @ 28.50
Horns, striped, per ton.....	33.00 @ 38.00
Horns, white, per ton.....	80.00 @ 85.00
Flat shin bones, 40 lbs. av., per ton.....	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton.....	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton.....	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton.....	80.00 @ 90.00
Skulls, jaws and knuckles, per ton.....	27.00 @ 28.50

LARD.

Prime steam, cash.....	@ 9.75
Prime steam, loose.....	@ 9.35
Leaf.....	@ 10 1/2
Compound.....	7 1/2 @ 7 1/2
Neutral lard.....	11 1/2 @ 12

STEARINES.

Prime oleo.....	9 1/2 @ 10
Oleo, No. 2.....	8 1/2 @ 9
Mutton.....	@ 9
Tallow.....	7 1/2 @ 8
Grease, yellow.....	5 1/2 @ 5 1/2
Grease, A white.....	6 1/2 @ 6 1/2

OILS.

Lard oil, extra, winter strained, tierces.....	72 @ 74
Extra lard oil.....	67 @ 69
Extra No. 1 lard oil.....	52 @ 54
No. 1 lard oil.....	54 @ 56
No. 2 lard oil.....	50 @ 52
Oleo oil, extra.....	13 1/4 @ 13 1/2
Oleo oil, No. 2.....	12 1/2 @ 13
Oleo stock.....	11 @ 11 1/2
Neatsfoot oil, pure, bbls.....	68 @ 72
Acidless tallow oils, bbls.....	60 @ 61
Corn oil, loose.....	@ 4.80
Horse oil.....	6 1/2 @ 6 1/2

TALLOW.

Edible.....	7 @ 7 1/2
Prime city.....	6 1/2 @ 7 1/2
No. 1 Country.....	6 1/2 @ 6 1/2
Packers' Prime.....	6 1/2 @ 6 1/2
Packers' No. 1.....	6 @ 6 1/2
Packers' No. 2.....	5 @ 5 1/2
Renderers' No. 1.....	5 1/2 @ 5 1/2

GREASES.

White, choice.....	7 @ 7 1/2
White, "A".....	6 1/2 @ 6 1/2
White, "B".....	5 1/2 @ 5 1/2
Bone.....	5 1/2 @ 5 1/2
Crackling.....	5 1/2 @ 5 1/2
House.....	4 1/2 @ 4 1/2
Yellow.....	5 1/2 @ 5 1/2
Brown.....	4 1/2 @ 4 1/2
Glue Stock.....	5 1/2 @ 5 1/2
Garbage grease.....	3 1/2 @ 3 1/2
Glycerine, C. P.....	17 1/2 @ 18
Glycerine, dynamite.....	12 1/2 @ 12 1/2
Glycerine, crude soap.....	14 @ 14 1/2

COTTONSEED OILS.

P. S. Y., loose.....	42 1/2 @ 43
P. S. Y., soap grade.....	42 @ 42 1/2
Soap stock, bbls., concn., 62 @ 65% f. a.....	2 1/2 @ 2 1/2
Soap stock, loose, reg., 50% f. a.....	1.25 @ 1.35

COOPERAGE.

Ash pork barrels.....	97 1/2 @ 1.00
Oak pork barrels.....	1.10 @ 1.12
Lard tierces.....	1.55 @ 1.57 1/2

CURING MATERIALS.

Redfin saltpetre.....	5 1/2 @ 6 1/2
Boric acid, crystal to powdered.....	7 @ 7 1/2
Borax.....	4 @ 4 1/2
Sugar.....	
White, clarified.....	@ 4 1/2
Plantation, granulated.....	@ 5
Yellow, clarified.....	@ 4 1/2
Salt.....	
Ashton, in bags, 224 lbs.....	\$2.25
English packing, in bags, 224 lbs.....	1.45
Michigan, granulated, car lots, per ton.....	3.25
Michigan, medium, car lot, per ton.....	3.75
Casing salt, bbls., 280 lbs., 2x @ 3x.....	1.40

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, January 15.

Monday's run totaled 29,027 cattle. The trade opened very slow, and while the market looked in the early hours as if it might be 15@25c. lower on heavy cattle, it finally rounded to and ruled 10c. and, in some cases, 15c. lower, with most declines on the heavy cattle, some of the cheaper grades showing not much loss, and the range in values is growing narrower from week to week. Tuesday's run of 8,100 cattle met with a demand that was fully steady with Monday, and the decided five-day-market movement was given decent support by all the buyers for the various packing outfits. Wednesday's run of 18,000 cattle was more than sufficient for the requirements of the trade, and the market ruled very slow and draggy, and 10@15c. lower, making a general decline of 25c., as compared with a week ago. The market was rather uneven, and closed weak; in fact, a well defined opinion exists that we are going to get liberal receipts of cattle right along in the next sixty days, and as conditions have been conducive to a longer feed than usual at this time of the year, are inclined to expect that the receipts will include a goodly proportion of pretty well fattened cattle, and if so it is very likely that the higher priced cattle will continue to gradually work a little lower, and we feel that a further narrowing in the range of values would be expected to take place in the next thirty to sixty days.

The market on butcher stuff has undergone a slight decline, being about 15c. lower than the "high time" the middle of last week on the choice butcher stuff, while the medium and common kinds show but little loss. Values on everything in the butcher stuff line are extremely high for the time of the year, with everything indicating not only moderate receipts for some time to come, but a decided tendency on the part of holders of this class of cattle to feed them to a pretty good finish.

Wednesday's hog receipts were not over 25,000. This being considerably lighter than looked for, the trade opened with Eastern shippers and speculators paying a little advance over Tuesday's general trade, with good shipping hogs selling the first round \$7.40@7.45, but the big packing concerns performed as usual, laying out of the market until 12 o'clock, refusing to give any advance over yesterday's prices. While we don't look to see any big winter run of hogs, we are of the opinion that there will be a fairly good supply of good marketable hogs from now on until spring, but believe the farmer that fixed to carry them along and feed them out to maturity will be well paid for his feed, as we look to see prices hold fairly well around present values. Bulk of the hogs selling largely in a range of \$7.30@7.40, top \$7.45. One noticeable feature of the trade here the past ten days has been the discrimination against the heavyweight packing grades, all classes of buyers being inclined to pass this class of stuff up.

With a most strenuous effort buyers were able to put prices on both sheep and lambs to a little lower level on Tuesday, and with 30,000 estimated receipts Wednesday indications were that there will be no improvement. Feeders have been just a little too anxious this week by putting fairly liberal receipts on the market, which give buyers the coveted opportunity of hammering prices. Receipts continue light in the East, and are by no means liberal at the river points, and it doesn't look as though we ought to have much decline at this time. We quote: Choice aged wethers, \$6.15@6.35; bulk of fat ewes, around \$5.50; poor to medium ewes, \$4.50@5.25; culls, \$3@4; fancy light yearlings, \$8.25@8.40; heavy yearlings, \$7.50@8; good to choice lambs, \$9@9.35; poor to medium lambs, \$8@8.50; culls, \$7@7.50.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Jan. 14.

The gap that separates the best beef steers from the cheapest is closing up a little more this week. Fairly liberal marketing of cattle continues at all points, heavily freighted with beef animals, usual at this season. The run here yesterday was 12,000 head, and 13,000 are here today. A heavy run at Chicago yesterday made it easier for killers here to secure slight concessions on the upper half of the offerings of fed steers. Meal-fed steers from the South continue to move freely, and prices on them are 10c. or 15c. below a week ago, particularly on the best ones, selling from \$7@7.50. Lighter quarantine steers are more nearly steady, at \$6.25@6.90. Cows and heifers and bulls are selling firm. The best native steers are quotable up to \$9.25 here, though \$8.35 bought the best here this week, bulk selling at \$7@8. Native cows range largely from \$4.75@6.50, heifers \$6@7.50, veal calves up to \$10.25.

Hogs came in freely today, the count showing 18,000 head, and steady prices ruled, at the bottom of the recent slump. Top hogs brought \$7.25, bulk of sales \$7@7.20. Average weights are creeping up, standing at 207 lbs. for the first week in January, against 205 lbs. average for the month of December.

Sheep and lamb values have slipped a little from the heights recently gained, because of liberal marketing for two days, about 13,000 head each day. Lambs brought \$9 today, ewes \$5.50, and yearlings are worth up to \$8, wethers \$6. Shippers are exerting themselves in putting suitable stuff forward, though faith in later markets is strong enough to prevent premature liquidation of animals in feed lots.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., January 15.

The receipts of cattle for the week ending today amount to 22,000 head, including 7,700 Southern. On the native side the good grades, particularly in beef steers, have had a steady decline, until today it is fully 50c. lower than the same period last week. The offering of strictly good stuff has been scarce. In cows and heifers and medium grade butcher steers the decline for the week is not as great as on beef steers, 25@35c. would probably cover it. The calf market has maintained its high basis; \$11 was paid yesterday and again today for prime veal calves. The following are the native quotations: Choice to prime steers, \$8.75@9.35; medium to choice, \$7.35@8.35; common to good, \$5.50@7.35; stockers and feeders, \$5.25@6.75; heifers, \$5.50@8; cows, \$4.50@6.40; fancy cows, \$6.50@7.50; bulls, \$4@7.25; calves, \$6@10; prime veals, \$10@11.

On the quarantine side a generally steady market has prevailed during the entire week, the only fluctuation being that noted Monday, when there was a decline of 10@15c. Offerings of Texas steers have been the feature of the market this week. Some 1,038-lb. steers sold at \$7.30, and several loads that averaged close to a thousand pounds sold at \$7@7.10 last Thursday. The canner and cutter supply in the Southern division remains unchanged in prices, and the demand is still strong. The following are the quotations: Prime Texas and Oklahoma steers, \$5.50@7.90; good grades, \$5.25@7.50; common to good, \$5.75@7; good to choice cows, \$5@6; medium to good, \$4@5; canners and cutters, \$3.50@4.25; bulls, \$3.25@5; choice heavy calves, \$5.25@6.

Receipts of hogs for the week ending Wednesday amount to 58,000 head. The market is just a trifle lower than this time last week. The top for the week was reached on Friday, when \$7.60 was paid for some choice heavy shippers. The market declined about a dime on Saturday, but has held steady since that time. Today it has a stronger ten-

dency, and is closing with a \$7.42½ top. Active trading has been the feature of the week. Clearances have been made on all offerings early in the session. The following are the quotations: Mixed and butchers, \$7.25@7.42½; good heavy, \$7.30@7.40; rough, \$7@7.10; lights, \$7.25@7.40; pigs, \$6.75@7.15.

The supply of sheep for the week was 19,500 head. The market generally has had a stronger tendency during the entire week, and while it declined today 15@25c. it is still about 25c. higher than the same period last week. \$9.15 was paid today for some good Colorado lambs. Choice lambs from the San Luis Valley have not been much in evidence yet, although they have now begun to move. All grades in the sheep division have participated in the advance prices. Yearlings brought \$8.40 yesterday, and \$6.50 was paid yesterday for 92-lb. Mexican wethers. The following are the quotations: Lambs, \$7@9.40; yearlings, \$7@8.50; muttons, \$5@6.50; stockers and fair culls, \$2.75@4; culls and bucks, \$2@3.

SHORTAGE OF EGGS IN CANADA.

This winter apparently finds a shortage of eggs in Ontario, if not throughout Canada, writes Consul Fred C. Slater from Sarnia, Ontario. It is reported that the supply at Montreal will suffice until about January 20. Press reports prophesy that prices will go as high as 60 cents. While this may not occur, the retail price will doubtless hover between 40 and 50 cents the remainder of the winter. The retail prices at Sarnia for some time have been around 40 cents.

Should the next two months prove at all cold, or reasonably in keeping with winter weather in this latitude, there will be few fresh eggs to put on the market before spring, resulting in extremely high prices. Under the circumstances, it would appear that Canada should afford an excellent market for eggs during the next two or three months. The duty on eggs coming into Canada from the United States is 3 cents per dozen.

Official American figures show the following exports of eggs from the United States to Canada during the last five fiscal years (ending June 30): 1908—1,159,626 dozen, value \$218,275; 1909—866,609 dozen, value \$211,644; 1910—868,454 dozen, value \$202,344; 1911—2,457,188 dozen, value \$474,350; 1912—8,697,568 dozen, value \$1,932,975. The average value per dozen was 18.8 cents, 24.4 cents, 23.3 cents, 19.3 cents, and 22.2 cents for these same years, respectively.

LIVESTOCK CONVENTION.

(Continued from page 16.)

The election of officers for the ensuing year resulted as follows:

President, H. A. Jastro, California.
First Vice-president, Dwight B. Heard, Arizona.

Secretary, T. A. Tomlinson, Colorado.

Attorney, S. H. Cowan, Texas.

The association adopted resolutions reaffirming its action on national forests and the public grazing land question. It demanded the retention of duties on livestock and its products, urged a reduction of the prohibitive tax on oleomargarine, and insisted on some protection of American livestock interests in Mexico.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JANUARY 13, 1913.

	Beesves.	Calves.	Sheep and lamb.	Hogs.
New York	2,524	1,934	3,018	15,289
Jersey City	3,875	1,383	19,623	26,000
Central Union	2,600	468	11,165	145
Lehigh Valley	2,635	540	1,820	—
Scattering	—	114	55	4,885
Totals	11,649	4,439	35,151	46,919
Totals last week	11,715	3,971	31,747	47,167

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, January 17.—Market steady; Western steam, \$10.90; Middle West, \$10.05; city steam, 9% @ 10c.; refined, Continent, \$10.55; South American, \$11.30; Brazil, kegs, \$12.30; compound, 7% @ 8c.

Marseilles Oils.

Marseilles, December 17.—Sesame oil, fabrique, — fr.; edible, 95 fr.; copra oil, fabrique, 93 fr.; edible, 111 fr.; peanut oil, fabrique, 67% fr.; edible, 95 fr.

Liverpool Produce Market.

Liverpool, January 10.—(By Cable).—Beef, extra India mess, —; pork, prime mess, —; shoulders, —; square, 57s.; New York, 56s. 6d.; picnic, 50s.; hams, long, 60s.; American cut, 68s. Bacon, Cumberland cut, 61s.; long clear, 65s. 6d.; short backs, 59s.; bellies, clear, 62s. 6d. Lard, spot prime, 51s. 3d. American refined in pails, 52s. 9d.; 2 28-lb. blocks, 51s. 3d. Lard (Hamburg), 50% marks. Tallow, prime city, 32s. 6d.; choice, 35s. 9d. Turpentine, 31s. 9d. Rosin, common, 14s. 9d. Cheese, Canadian finest white, new, 62s. Tallow, Australian (London), 32s. @ 38s. 6d.

FRIDAY'S CLOSINGS.

Provisions.

The market was higher with hogs.

Stearine.

Interest in the list shows a slight expansion.

Tallow.

Prices are just about steady, reflecting a limited inquiry.

Cottonseed Oil.

The market was steadier with the limited crude offerings.

Market closed steady. Sales, 8,200 bbls. Spot oil, \$6.12 @ 6.32. Crude, Southeast, \$4.93 @ 5. Closing quotations on futures: January, \$6.14 @ 6.22; February, \$6.11 @ 6.14; March, \$6.15 @ 6.17; April, \$6.15 @ 6.19; May, \$6.20 @ 6.21; June, \$6.22 @ 6.24; July, \$6.25 @ 6.26; August, \$6.28 @ 6.31; good off oil, \$6 @ 6.13; off oil, \$5.95 @ 6.10; red off oil, \$5.75 @ 6.02; winter oil, \$6.25 @ 6.80; summer white, \$6.35 @ 6.70.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 17.—Hogs shade higher. Bulk of prices, \$7.40 @ 7.50; light, \$7.30 @ 7.52½; mixed, \$7.25 @ 7.55; heavy, \$7.10 @ 7.57½; rough heavy, \$7.10 @ 7.20; Yorkers, \$7.45 @ 7.50; pigs, \$6 @ 7.50. Cattle market slow. Beeves, \$5.85 @ 9.20; cows and heifers, \$2.75 @ 7.40; Texas steers, \$4.70 @ 5.70; stockers and feeders, \$4.80. Westerns, \$5.40 @ 7.15. Sheep market steady; natives, \$4.75 @ 6.15; Westerns, \$4.75 @ 6.15; yearlings, \$6.30 @ 8.25; lambs, \$6.75 @ 9; Western, \$6.85 @ 9.

Sioux City, January 17.—Hogs higher, at \$7.05 @ 7.30. St. Louis, January 17.—Hogs higher, at \$7.35 @ 7.60. Cleveland, January 17.—Hogs higher, at \$7.65 @ 7.75. Buffalo, January 17.—Hogs opened strong, with 5,600 on sale; prices, \$7.75 @ 7.85.

Kansas City, January 17.—Hogs higher, at \$6.25 @ 7.40.

St. Joseph, January 17.—Hogs strong, at \$7 @ 7.35.

St. Paul, January 17.—Hogs higher, at \$7.15 @ 7.30.

Louisville, January 17.—Hogs steady, at \$7.50.

South Omaha, January 17.—Hogs higher, at \$6.90 @ 7.35.

Indianapolis, January 17.—Hogs higher, at \$7.55 @ 7.65.

RECEIPTS AT CENTERS

SATURDAY, JANUARY 11, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	500	15,553	2,500
Kansas City	400	2,679	500
Omaha	200	8,534	800
St. Louis	400	4,800	1,400
St. Joseph	100	6,300	100
Sioux City	200	4,500	800
St. Paul	200	3,600	1,200
Oklahoma City	200	450	
Fort Worth	300	500	
Louisville		4,000	
Indianapolis		6,000	
Pittsburgh			1,500
Cincinnati	205	3,268	339
Cleveland	100	3,000	2,000
Buffalo	100	5,000	5,000
New York	1,195	5,511	4,238

MONDAY, JANUARY 13, 1913.

Chicago	28,000	47,720	32,000
Kansas City	12,000	9,232	12,000
Omaha	5,500	6,018	2,000
St. Louis	5,500	7,500	4,500
St. Joseph	3,000	5,600	3,500
Sioux City	2,000	4,000	1,500
St. Paul	1,300	2,700	1,300
Oklahoma City	600	400	1,300
Fort Worth	2,500	2,600	
Milwaukee		3,467	
Denver	2,000	700	1,200
Louisville	2,400	5,000	
Wichita		992	
Indianapolis	500	2,000	
Pittsburgh	2,200	12,000	5,000
Cincinnati	866	5,162	345
Cleveland	500	4,000	6,000
Buffalo	3,500	19,200	21,200
New York	3,588	17,239	10,990

TUESDAY, JANUARY 14, 1913.

Chicago	7,500	22,714	23,000
Kansas City	13,000	20,281	14,000
Omaha	5,000	11,916	7,500
St. Louis	5,378	10,000	1,128
St. Joseph	3,500	10,000	3,000
Sioux City	1,500	4,000	1,500
St. Paul	1,000	4,100	900
Oklahoma City	900	1,500	100
Fort Worth	3,500	2,000	300
Milwaukee	400	5,923	300
Denver	700	1,900	
Louisville	150	1,700	
Detroit		200	
Indianapolis	1,750	8,000	
Pittsburgh	62	1,844	120
Cincinnati	560	2,000	1,000
Cleveland	250	6,400	2,000
Buffalo	1,147	6,611	1,821
New York			

WEDNESDAY, JANUARY 15, 1913.

Chicago	18,000	25,481	35,000
Kansas City	7,000	11,843	7,700
Omaha	4,500	11,811	12,000
St. Louis	1,000	4,800	1,500
St. Joseph	1,000	4,000	1,500
Sioux City	1,500	6,000	3,000
St. Paul	1,000	3,500	900
Fort Worth	2,400	1,700	100
Milwaukee		9,355	
Louisville	350	1,000	
Detroit		1,500	
Wichita		1,950	
Indianapolis	1,550	8,000	1,500
Pittsburgh		5,000	
Cincinnati	771	2,432	218
Cleveland	100	3,000	3,000
Buffalo	50	4,800	4,000
New York	1,549	8,171	8,177

THURSDAY, JANUARY 16, 1913.

Chicago	3,500	22,000	15,000
Kansas City	4,000	10,000	6,700
Omaha		11,500	
St. Louis	4,000	11,000	5,000
St. Joseph		5,800	
Sioux City		4,500	
St. Paul		3,000	
Milwaukee		1,772	
Louisville		3,000	
Detroit		3,500	

Wichita	1,638	
Indianapolis	8,000	
Cincinnati	994	3,752
Buffalo	50	4,000
New York	1,382	3,391
		4,505

FRIDAY, JANUARY 17, 1913.

Chicago	3,000	15,000	6,000
Kansas City	1,000	4,500	300
Omaha	1,000	8,500	1,500
St. Louis	3,200	6,500	1,000
St. Joseph	900	4,000	500
Sioux City	500	5,500	
Fort Worth	1,200	1,200	
St. Paul	1,000	5,400	600
Oklahoma City	500	800	

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 11, 1913, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
S. & S. Co.	7,026	17,600	14,560
Armour & Co.	8,156	36,600	33,905
Swift & Co.	8,946	21,600	34,448
Morris & Co.	5,640	13,700	9,290
Hammond & Co.	670	11,100	9,405
Libby, McNeill & Libby	1,753		
Anglo-American	105	8,100	

Boyd-Lunham, 6,500 hogs; Western Packing Co., 9,500 hogs; Roberts & Oake, 6,000 hogs; Miller & Hart, 3,800 hogs; Independent Packing Co., 6,100 hogs; Brennan Packing Co., 4,200 hogs; others, 15,200 hogs.

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,960	14,951	8,068
Fowler	1,476		2,008
S. & S. Co.	3,772	10,683	4,311
Swift & Co.	5,170	9,183	8,498
Cudahy Packing Co.	3,977	9,610	4,912
Morris & Co.	3,787	9,195	4,757
Butchers	152	805	18

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,174	5,324	6,513
Swift & Co.	3,237	8,600	8,053
Cudahy Packing Co.	3,411	10,906	11,069
Armour & Co.	3,084	11,239	9,546

Swartz & Co., 1,346 hogs; Morrell, 173 cattle; South Omaha Packing Co., 80 cattle; J. W. Murphy, 2,930 hogs; Lincoln Packing Co., 82 cattle; Kohrs Packing Co., 131 hogs.

St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,645	7,438	3,136
Swift & Co.	4,355	6,510	5,045
Armour & Co.	4,355	8,051	5,435
St. Louis D. B. Co.	1,723	201	1,332
Independent Packing Co.	914	2,132	494
East Side Packing Co.	249	2,832	
Luer Bros. Packing Co.		128	
Beis Packing Co.	3	1,216	
Hell Packing Co.		3	1,393
Krey Packing Co.	29	1,886	
Carondelet Packing Co.	47	429	

St. Joseph.

	Cattle.	Hogs.	Sheep.
Swift & Co.	3,140	18,838	2,784
Hammond & Co.	1,650	10,993	1,736
Morris & Co.	2,000	12,080	1,522
United Dressed Beef Co.	232		

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 11, 1913:

CATTLE.

Chicago	38,863
Kansas City	23,294
Omaha	12,789
St. Joseph	9,412
Cudahy	877
Sioux City	4,048
South St. Paul	3,649
New York and Jersey City	11,643
Philadelphia	4,512
Pittsburgh	2,575
Denver	1,275

HOGS.

Chicago	153,025
Kansas City	54,517
Omaha	46,140
St. Joseph	45,068
Cudahy	18,143
Sioux City	25,558
Ottumwa	13,000
Cedar Rapids	18,146
South St. Paul	25,954
New York and Jersey City	46,919
Philadelphia	4,653
Pittsburgh	10,108
Denver	3,242

SHEEP.

Chicago	104,208
Kansas City	32,500
Omaha	30,314
St. Joseph	6,592
Cudahy	250
Sioux City	3,601
South St. Paul	5,253
New York and Jersey City	35,181
Philadelphia	13,374
Pittsburgh	4,334
Denver	2,215

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Retail Section

LEARN TO BE A BETTER BUSINESS MAN

VI—What It Costs to Do Business

By A. M. Burroughs.*

[EDITOR'S NOTE.—This is the sixth of a series of articles written by a famous business authority which we hope will be read by every retailer who sees it. It is intended, as the title indicates, as a means of helping retailers to become better business men. They can well afford to read and ponder over the experiences of their fellow-retailers in other lines and to profit by them. These articles will fit in nicely with the series of "Practical Talks with Shop Butchers," which have been appearing on this page, and which will continue to appear from week to week. Read both of them, Mr. Butcher.]

A retailer may fool himself by failing to charge all of his expenses into his cost of doing business, but his expenses will come out of his gross profits just the same.

Until recently retail grocers in a certain Western city were paying \$1.40 for a 50-pound sack of flour, which they were selling for \$1.55. This allowed them a gross profit of only fifteen cents per sack. The Retail Grocers' Association in this Western city took up this problem in a special convention. Most of the grocers agreed that this fifteen cents did not allow a profit, though a few were of the opinion that they were making a little on it.

The result of the discussion was an investigation into the cost of doing business in that city. When the different dealers began producing their books to show their expenses, a very wide range of costs were shown.

Some of them had cost systems and declared it cost them 22 to 25 per cent. to do business. A few, while admitting that their systems were not very complete, estimated their costs at 10 to 12 per cent.

The final result of the investigation was an agreement (those who knew didn't "agree") upon the average of 15 per cent. as the proper and correct cost of doing business.

Why This Average Was Wrong.

But this average was plainly incorrect because the low figures ranging around 11 and 12 and 13 per cent. were from the stores of dealers who did not figure to make anything over a reasonable salary for themselves; who did not figure to make anything on the investment in the store buildings they happened to own; who did not figure for interest on their investments, and who overlooked a score or more important items that should be included in the expenses.

The high percentages, ranging around 20 to 25 per cent., were from the stores of retailers who had applied a searching cost system to their business. These merchants were charging up to their business every item that could be considered as expense, and it made their expenses seem high.

The investigators took these high percentages, which were about correct, and the low percentages, which were 8 or 10 to 15 per cent. too low, and combined the whole list to arrive at the average of 15 per cent. Now a good many retailers who think they are fixing prices right are puzzling over their failure to find the profit they expected last year.

The cost of doing business is, of course, just the same whether a merchant includes all of the items or only a few of them in his expense account. The only difference is that he deludes himself into thinking that the cost of doing business is only 15 per cent., when in reality it probably is 20 to 25 per cent.

If he fools himself in this way, and figures for a 10 per cent. profit, the chances are that the expenses and the extra cost of doing business, which he hasn't figured into his percentages, will eat up that profit, and leave him holding the sack at the end of the year.

How Some Dealers Fooled Themselves.

A Cleveland dealer thought he was clearing \$100 a month, \$1,200 a year, over and above his expenses. But the \$100 a month included his own salary, the interest on his investment, the salary of his wife who spent most of her time in the store, and a number of other items.

If the dealer had allowed himself interest on his investment, that alone would have produced \$50 a month without risk or worry. Another \$25 a month of his "profits" rightly came out as expenses incurred in running the store. He had charged several expense items as "investment."

Instead of making \$100 a month clear, he was not only failing to make anything, but he and his wife were both working for almost nothing.

If they had both worked in some other store they might have earned \$100; so instead of making \$100 they were losing \$100 a month.

A dealer in Pittsburgh was interested in politics. Last year he succeeded in landing a city job, paying him \$2,500 a year. When he got this job he decided to sell his store. He placed the store in the hands of a broker, and had an accountant go over the books to place a value on the stock and to see what the business was worth.

The accountant's report showed that no charge had been made for salaries. The grocer, his wife and four children ran the store. When proper allowance was made for salaries, the store was found to be paying a fraction over one-half of 1 per cent. a year on the investment.

Instead of a fairly profitable business, one salable at a premium for good will, it was found to be a business so nearly unprofitable as to be unsalable.

Fixtures and stock were finally sold at a loss. Nothing was received for good will, because there was no good will—only a chance to work for nothing and take the ordinary business risks besides.

(To be continued.)

Some of the best men in the business have obtained their present positions through a little "Wanted" advertisement on page 48 of The National Provisioner.

LOCAL AND PERSONAL.

Hurley & Watford, meat dealers at Franklin, Tex., have dissolved.

A. Weisner, a meat dealer at Meriden, Conn., has been placed in bankruptcy.

J. L. Buckles has been appointed receiver for the City Meat Market owned by T. Wilstrork and L. N. Elson.

A voluntary petition in bankruptcy has been filed by C. C. Meyer, a meat dealer at 126 Saratoga avenue, Brooklyn, N. Y.

Lindenbiovius & Van Arum have engaged in the meat business at San Diego, Cal.

A new meat market has been opened at Durant, Ia., by Thos. Wulf.

The Buffalo Germania Butchers' Benevolent Association, Buffalo, N. Y., has elected and installed the following new officers: President, Fred Shaefer; vice-president, William Yetter; corresponding secretary, Fred Mezger; financial secretary, Louis Roess; treasurer, Christ Merkle. William Hoffman was appointed inside guard and George Etchwitz warden.

Wm. Johnson has sold his meat market at Grand Rapids, Mich., to J. Barents.

Brust & Dehn have opened a new market at Burlington, Ia.

Jacob & Gray have purchased the grocery and meat business of L. C. Worrell at Harrisburg, Ark.

B. Holland has sold his meat market at Atchison, Kan., to C. Symms.

Ed. Wicks has engaged in the meat business at Sheridan, Ill.

S. Hageman has opened a new market at Central Islip, L. I.

O. Klein has opened the "Nassau Market" at Rockville, N. Y.

A. Spousler has sold his meat market at Beaver, Pa., to C. J. Vanostrand.

Birnbaum & Wienold have opened a first-class market at Springfield, Ill.

A. H. Patterson, a butcher at So. Easton, Mass., has filed a petition in bankruptcy. Liabilities \$863.17.

The Meat Cutters' and Butcher Workmen's Union, Fort Wayne, Ind., elected officers at the regular meeting last night as follows: President, H. F. Schwartz; vice-president, C. Kessen; secretary-treasurer, W. A. Felger; recording secretary, George Geller; guide, Carl Hohm; guard, F. Gompfert; sergeant-at-arms, George Feuchter; trustees, G. B. Place, George Bender, Carl Hohm; business agent, George Feuchter.

Lindauer & Carroll, meat dealers at Washington Market, New York City, N. Y., have filed schedules in bankruptcy. Liabilities \$10,534, and assets \$4,327.

G. W. Baird has opened a new meat market at Alliance, O.

A. W. Weibke has purchased the meat and grocery business of Danniell & Danner at Eugene, Ore.

Van Newton has moved here from Middleville and engaged in the meat business at Kent City, Mich.

Paul Jardo has opened a meat and grocery store in the south side of his new building at Clifford, Mich.

Homer Connerly has purchased the meat business of Taylor & Company at Cobbleville, Mich.

Herman Conine has purchased the meat business of D. D. White at Webberville, Mich.

Joseph Hirschman has sold out his meat business at Petoskey, Mich., to Charles Olson.

Charles Brand has withdrawn from the meat firm of Brand & Wohlfeild at Three Rivers, Mich.

Brand & Brand have succeeded Albert Brand in the meat business at Allegan, Mich.

Mr. Coss has succeeded to the meat business of Coss & McDonough at Hibbing, Mich.

N. E. Vrooman has succeeded to the meat

(Continued on page 42.)

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The Butcher Gets His Money

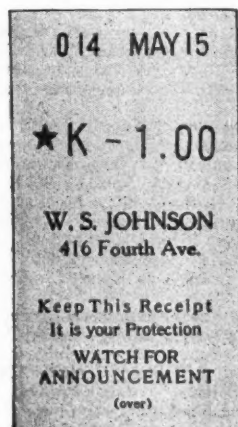


When the Customer Gets a Receipt.

The "Get a Receipt" plan compels the giving of a correctly printed receipt to the customer, which means that there are corresponding and unchangeable records inside the register for the butcher and the clerk.

The customer's printed receipt, the clerk's receipt on the sales-strip, and the butcher's receipt on the adding wheels, are all made by the same operation of the register and therefore must be the same.

The Customer's Receipt



This receipt which goes to the customer, is printed by the register.

The Butcher's Receipt

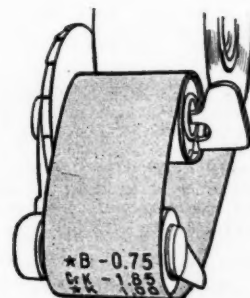


These are the adding wheels which must show the same record as the receipt. They are the butcher's receipt for a correct unchangeable record.

National Cash Registers range in price from \$20 to \$790.

Write for complete information about the "Get a Receipt" plan.

The Clerk's Receipt



The sales-strip, which must show the same record as the customer's receipt and the adding wheels, is the clerk's receipt for having handled the transaction correctly.

The National Cash Register Company
Dayton, Ohio

LOCAL AND PERSONAL.

(Continued from page 40.)

business of Griffith & Vrooman at Emporia, Kan.

Glenn Lewis has sold out his meat business at Lecompton, Kan.

Quillen & Sons have opened a new butcher shop at Hugoton, Kan.

Judge Hale has discontinued his restaurant and will engage in the meat business at Comanche, Okla.

Frank Johnson has taken charge of the McCrary Meat Market at Cache, Okla.

J. C. Gordon has disposed of his interest in the City Meat Market at Westmoreland, Kan.

D. F. Gunter has disposed of the City Meat Market at Douglas, Kan., to Don & J. T. Teal, of Arkansas City, Kan.

J. T. Moorhead & Son have opened a butcher shop in connection with their grocery store at Hugoton, Kan.

Leonard Pippin has succeeded to the meat business of Pippin & Givens at Roff, Okla.

Leake & Shupe have purchased the butcher shop of J. H. Curtis at Taloga, Okla.

H. B. Duncan has succeeded to the entire business of the White Star Meat Market at Arapahoe, Okla.

The City Meat Market has moved into a new building, on Main street, Pratt, Kan.

J. N. McIntyre has disposed of his meat business at 214 West Pine street, Chanute, Kan., to C. A. Holland.

The Montana Meat Company, Helena, Mont., has filed articles of incorporation with a capital stock of \$5,000. H. W. Larson and others are the incorporators.

H. Clum has purchased the meat market of E. A. Brown at Johnsonville, N. Y.

F. B. Kohlepp, a butcher at 1163 Madison avenue, New York City, N. Y., has made an assignment to John Karst.

EAST SIDE BUTCHERS DANCE.

The annual entertainment and ball of the East Side Branch, United Master Butchers of America, was held last Thursday evening at Palm Garden, in East 58th street. The East Side Branch is famous as a social leader in the New York meat trade, and its annual events are always looked forward to with pleasure. On this occasion the hall was decorated as handsomely as usual, and the committee members and officers offered a warm welcome to the two thousand guests who packed the place. An elaborate vaudeville entertainment began the evening, and afterward Lemlein's orchestra played for the dancing until morning. The wholesale trade had a remarkably complete representation, and there were more than a thousand retail butchers present.

The committees to which credit belongs for the success of the affair were as follows:

Floor manager, Otto Weis; assistant floor manager, Morris Brennwasser. Floor Committee—Chas. Sternfels, W. C. Woelfe, Jos. Meyer, L. Ehrlich, Wm. Mann, H. Steintal, I. Steintal, Sig. Lewald, Jos. Newman, A. Reichenberg, Arthur Baldwin, Leonard Baldwin, Benj. Wertheimer, Leopold Fried, Geo. F. Liginger.

Reception Committee—H. A. Hamberger, chairman; Geo. H. Shaffer, Jac. Bloch, Jos. Heim, H. Levy, A. Reichenberg, Chas. Young, A. Kallman, Jos. Brown, Geo. Thomson, L. Levy, I. Karpf, M. I. Brennwasser, Louis Goldschmidt, Jesse Simon, Edw. F. O'Neill.

Arrangement Committee—Louis Buchsbaum, chairman; Ad. Buxbaum, treasurer; Wm. T. Hornidge, secretary.

Press Committee—Geo. Thomson, Chas. Young, Wm. H. Hornidge.

The officers of the East Side Branch are: Louis Buchsbaum, president; Ben Stern, first vice-president; Emil Half, second vice-president; Moe Heins, treasurer; Jesse Simon, secretary; Nathan Rosenau, financial secretary; Chas. Sternfels, sergeant-at-arms. Trustees: Geo. Thomson, Jacob Schmidt.

Among the occupants of boxes were these: Emil Half, Sidney Half, Miss Half, Chas. Sternfels and wife.

Otto Weis and wife, Miss Weis, Mrs. Levy, Louis Louis, Mrs. R. Louis, H. Mellen, Miss Frank, Morris Brennwasser and wife, Arthur Brennwasser, Mrs. Robertson, John Griffin and wife.

Geo. Thomson, ex-president East Side Branch, Mrs. Thomson, Miss Mabel Thomson, Miss Jennie Thomson, Dr. Van Saun, Fred Wolten, Arthur Bieser, New York State President Frank P. Burek, Mrs. Burek.

New York Butchers' Dressed Meat Company box: Meyer Meyers, Ike Meyers, Mr. and Mrs. Keller, Nat Rosenau and wife, Sam Karlabach and wife, Gus Feik, L. Brookheimer, Arthur Meyer.

Sulzberger & Sons Company box: L. Joseph and wife, M. M. Behrend, Miss Schoenfeld, Joe Bauer, Miss Steinhart, I. Schwartz and wife, William Robinson, Miss Stewart, Chas. Stein.

United Dressed Beef Company box: Max Mandle and wife, H. A. Wallenstein and wife, Isaac Israelson and wife, Sol Blum and wife, Benj. Stern, A. Knoepfle and wife, Louis Stern, Fred Eintracht.

New York Section

Swift & Company's sales of fresh beef in New York City for the week ending January 11, 1912, averaged 11.21 cents per pound.

The annual masquerade ball of the Bronx Branch, United Master Butchers, takes place next Thursday evening, January 23, at Ebling's Casino.

William G. Wagner has about completed the remodelling of his pork packing plant on the East Side. It will be one of the neatest and most modern in the city.

John L. Van Neste, who used to be the poultry expert with Conron Bros. Company, but who is now hustling for the H. T. Pond Company, reported a sale for export this week of 5,000 boxes of chickens. He will not accompany the chickens!

The trade is extending heartfelt sympathy to Edward F. O'Neill, former national head of the United Master Butchers of America, upon the death of his 19-year-old son and namesake, who passed away only a few days ago at Saranac Lake, in the Adirondacks, where he had gone in the hope of recovering his health.

The police have been searching for Max Berinsky, 38 years old, of No. 553 Fifth street, Brooklyn, a butcher who had been missing from his place of business and his home since Thursday of last week. Berinsky's wife is inclined to believe her husband has met with foul play. A general alarm has been sent out.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending January 11, 1913, by the New York City Department of Health: Meat.—Manhattan, 790 lbs.; Brooklyn, 12,915 lbs.; the Bronx, 426 lbs.; total, 14,131 lbs. Fish.—Manhattan, 5,670 lbs.; Bronx, 25 lbs.; total, 5,695 lbs. Poultry and game.—Manhattan, 3,975 lbs.; Bronx, 60 lbs.; total, 4,035 lbs.

John J. Gillen, of Washington Market, has leased lots on the north side of Fourteenth street, having a frontage of 250 feet, located 225 feet west of Ninth avenue; also five lots, 125x100, abutting in Fifteenth street. The lease is for twenty-one years, with two renewal privileges, and the site will be improved with a market structure three to six stories high. Considerable space in the projected building is already leased.

Among the most persistent advocates of removal of the tariff on cattle imports are the members of the Brooklyn Branch, United Master Butchers. At their meeting last week President William Schneider presided over a lively discussion that took place on the possibility of getting action on the tariff this year which will help to lower the cost of meat. For a long time the association has been trying to get Congress to pass a law lowering the duty on live cattle brought into this country from Mexico and South America. They believe these cattle might be fattened in this country on American corn, and claim that this would be a good thing for the farmers, as it would create a market for their present surplus corn crop. It would not harm American labor, they argue, as all the packing would be done here.

A butcher is often a good chef. Many are fine sign painters, engineers, cold storage experts, bowlers or billiard players. It remains for Louis Mansbach, of upper Broadway, to spring a new one. He's a first-class mechanic, as he proved recently by running his fine new automobile truck, made by the Auto Car Company, of Philadelphia, beyond the city limits and stopping to make necessary repairs as thoroughly as any experienced chauffeur could do it. Mr. Mansbach is the proprietor of two particularly good shops, one on upper Eighth avenue, the other on Broadway and 112th street, and is well known for the superior class of trade he caters to. Much credit is due his wife, who has taken complete charge of the Eighth avenue store, and under her successful management it is doing a most satisfactory business.

THE ORIGINAL AND WELL KNOWN

WANNENWETSCH SYSTEM**SANITARY RENDERING AND DRYING APPARATUS**

Manufactured by

C. H. A. WANNENWETSCH & CO., BUFFALO, N. Y., U. S. A.

Write for Catalogue

A. Buxbaum and wife, Miss S. Buxbaum, Miss R. Buxbaum, A. Buxbaum, Jr., Miss H. Cohn, Miss Mandelbaum, Sidney Cohn, Miss M. Goldsmith, Mr. and Mrs. Strassburger, Miss Hirsch, Miss Schoenfeld, S. Schoenfeld, B. Goldsmith, Herbert Mandelbaum.

Chas. Young, Mrs. Hammerl, Miss Hammerl, Mr. Heddeshheimer.

Gramercy Branch, United Master Butchers' box: President Leon C. Weinstock, Vice-president Jos. Kleiber, Mrs. Kleiber, Secretary Harry Guthmuller, Mrs. Guthmuller, L. Loeb, I. Siegel, Jos. Kruppenbacher and wife.

West Side Branch box: President Dan Hecht, Mrs. Hecht, Herman Kirschbaum and wife, Mrs. Acker, Miss Filstein, A. Kirschbaum and wife, Max Kirschbaum and wife, E. Heyman, Mrs. Metzger, Jac. Mandelbaum and wife, Milton Mandelbaum, Jac. Weill and wife, Miss Weill, Gus Lowenthal.

Benj. Werner, secretary West Harlem Branch, U. M. B. A.; Mrs. Werner, Peter Carrell, Chas. Wicke, of the A. C. Wicke Manufacturing Company; Miss Puth, J. Miller and wife, I. Weill and wife, L. G. Katz and wife, Jesse Schmidt, Miss Celia Schmidt.

Isaac Karpf and wife, S. Karpf, Miss Karpf, Fred Dietz, of New York Butchers' Calfskin Association; A. Hecht and wife, N. Hecht, Wm. Schroeder and wife, Chas. Feebe, Miss Feebe, B. Hecht and wife, Nathan Hecht.

Frank Cramer, of the Bronx Branch, U. M. B. A.; Miss Cramer, Adolph Cramer, John Machovsky, financial secretary Bronx Branch; Walter F. Hillme.

Jesse Simon and wife, Miss Feldman, Miss Sloan, Mrs. Sloan, Miss Hauser, Harry Hauser, Mrs. Hauser, Miss Rose Hauser.

Geo. H. Shaffer and wife, Emanuel Kann, of Jos. Stern & Sons, Inc.; Mrs. Kann, John T. Bauer and wife, Richard Bultman.

Jacob Bloch and wife, Belmont Bloch, Miss Ruth Bloch, Miles Bleeker, Mrs. Lederer, Gus Wolf, Jos. Gelb.

President William Schneider, Brooklyn Branch, U. M. B. A.; Mrs. Schneider, Financial Secretary Edward C. Klesper, Mrs. Klesper, John Schmidt and wife, Arnold Kallmann, I. Milch and wife, of Cranford, N. J.

Louis Oppenheimer and wife, N. A. Eisler and wife, Jos. Morrison and wife, Mr. and Mrs. Riegelman, Mr. Metzler, Miss Anderson.

Arthur Baldwin and wife, Leonard Baldwin and wife, Mrs. Baldwin, Mrs. Tulling, Miss Schleier, Mr. Junemann, Mr. Frost.

Louis Goldschmidt and wife, Miss Myra Goldschmidt, Miss Rothenberg, Mrs. Riegelman, Ted Folz, Hyman Goldschmidt.

Louis Buchsbaum and wife, Jacob Weill and wife, Mr. and Mrs. Pennamacoor, Mr. and Mrs. Stern, Mr. and Mrs. Rose, Mr. and Mrs. Heiman.

Herman Levy and wife, Louis Levy and wife, Dr. Korn, A. Sommer and wife, Miss Sommer, B. Korn, Max C. Meyer, S. S. Kogan, A. Korn.

M. Heins and wife, Miss Tessie Heins, Miss Addie Heins, Misses Horn, Kahn, Wright, Mrs. Meyer, Miss Schmidt, Messrs. Horn, Gollinger, Friedman, Marks, Schwartz.

Edward Fetterly, of Swift & Company, and Mrs. Fetterly, J. M. Troutman, Mrs. Hennessey.

Jos. Heim and wife, Morris Buchsbaum, J. W. Bickhardt, Mrs. Jac. Heim, the Misses Wolf, I. Wolf and wife.

Benj. Stern and wife, Jos. Meyer and wife, Chas. Strauss and wife, Sam Wyler and wife, Miss Stern, Abe Morris.

M. Zimmerman Co. box: Mr. and Mrs. Mandel, Leo Zimmerman and wife, Arthur Meyer and wife, Jerome Wright, Miss Wright, Leo Shutz, Mr. Hirschberg, A. Stern and wife, Milton Meyer, Milton J. Heim.

Others present included A. Dryfus, M. Dryfus, Nat Kramer, A. Dressler, Jr., A. Rieger and wife, Herman Brand, the fat merchant; Thos. Harris, the scrapple king; Wm. Seibert, pork dealer; George Seibert, Miss Seibert, I. Werdenschlag and wife, M. Werdenschlag, Sol. Werdenschlag, Miss B. Werdenschlag, I. Kahn and wife, Chas. Weill, Geo. W. Diggins, L. Fried, William Mann, G. Gitterman and wife, H. A. Hamberger and wife, Jos. Newman, H. Steinthal and wife,

Ike Steinthal, D. Strauss, H. Stein, I. Brenn-wasser and wife, Chas. Meyer and wife, Chas. Strauss and wife, and others.

BUTCHERS' FAT RENDERING COMPANY.

The annual stockholders' meeting of the Retail Butchers' Fat Rendering Company was held at Tuxedo Hall on Tuesday evening. These meetings heretofore have been held in May, but last year the date was changed to conform to the calendar year. The attendance at the meeting was large; the hall was crowded with retail butchers who are stockholders in the company.

President Edward F. O'Neill was absent, having gone to Saranac Lake to bury his son Edward, aged 19, whose death occurred just previous to the meeting. Vice-President Jacob Bloch presided over the session, and a resolution of condolence with President O'Neill was unanimously adopted.

Secretary Charles Young presented the annual reports of the company, and they were

of a very pleasing nature to the stockholders. They showed that the company had experienced a good year and was in a very prosperous condition. A vote of confidence in the officers and directors was adopted.

The election of directors resulted in choosing the present incumbents, as follows: E. F. O'Neill, Jacob Bloch, George H. Shaffer, Charles Young, Louis Goldschmidt, Fred. Wehnes, F. J. Staehle, Chr. Schuck, H. Kirschbaum, Henry Himstedt and Charles Krupp. These directors will meet in February to elect officers, and the present officers will undoubtedly be re-elected.

J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Mineral Wool
J-M Impregnated Cork Boards J-M Granulated
J-M Rock Wool Insulating Cork
Blocks J-M Hair Felt
J-M Waterproofed Indurated Fibre Boards, Etc.

Write us as to your requirements.

H. W. JOHNS-MANVILLE CO.
NEW YORK AND EVERY LARGE CITY

KisselKar Trucks and Delivery Wagons will be exhibited at the New York, Chicago and Boston Shows.



This two-ton KisselKar truck is impressing the citizens of Detroit with its quick and reliable delivery

Let KisselKar Trucks Do Your Hauling

To exact heavy haulage of a horse over the icy pavement and rut-ridden roads of midwinter is no longer necessary or economical.

For hundreds of industries—stores, factories, municipalities—KisselKar Trucks have taken up the horse's work and are doing it with greater efficiency and facility.

It is the modern method of haulage—a cleaner, quicker, cheaper and better way.

KISSELKAR TRUCKS

1500 lb., 1, 2, 3, 4 and 5 Tons.

Rigidly tested steel in all frames—every vital chassis unit Chrome Vanadium treated—heaviest axle forgings—under-rated capacities—four speeds—driver's comforts—DIFFERENTIAL LOCK—Kissel long stroke motor—cone leather faced clutch—bodies built to suit.

Incestimable added value acquired in the purchase of a KisselKar Truck is SERVICE. Interest in our product, after as well as before the sale, has prompted the establishment of the most completely equipped service stations in America. These stations are in every principal city for the sole purpose of taking mechanical care off the owners' hands and seeing to it that maximum duty and reliability are yielded.

Write for catalog.

KISSEL MOTOR CAR COMPANY, 550 Kissel Ave., Hartford, Wis.

Boston Los Angeles New York Minneapolis Chicago St. Paul Milwaukee Dallas Kansas City

KisselKar Service Stations
and Agencies at over 200 leading
points throughout United States

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$7.50@8.00
Poor to fair native steers.....	4.75@7.40
Oxen and stags.....	4.50@8.00
Bulls and dry cows.....	3.00@6.50
Good to choice native steers one year ago.	6.75@8.00

LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.....	9.50@12.50
Live calves, culls, per 100 lbs.....	@ 8.00
Live calves, barnyard.....	@ 5.50
Live veal calves, fed and mixed, per 100 lbs.....	@ 7.50

LIVE SHEEP AND LAMBS.

Live lambs, common to prime, per 100 lbs.	9.15@ 9.75
Live lambs, yearlings.....	@ 7.50
Live lambs, culls.....	@ 5.00
Live sheep, medium to prime, per 100 lbs.	5.00@ 6.00
Live sheep, culls, per 100 lbs.....	3.00@ 3.50

LIVE HOGS.

Hogs, heavy.....	@ 8.10
Hogs, medium.....	@ 8.05
Hogs, 140 lbs.....	@ 8.05
Pigs.....	@ 8.00
Rough.....	6.80@ 7.05

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	13 @14
Choice native light.....	12½ @14
Native, common to fair.....	11 @12½

WESTERN DRESSED BEEF.

Choice native heavy.....	12½ @13
Choice native light.....	12 @12½
Native, common to fair.....	11 @12
Choice Western, heavy.....	11½ @12
Choice Western, light.....	11 @11½
Common to fair Texas.....	10 @10½
Good to choice helfers.....	10½ @11
Common to fair helfers.....	@10
Choice cows.....	@10
Common to fair.....	9 @ 9½
Common to fair oxen and stags.....	10½ @11
Fleshy Bologna bulls.....	@ 9½

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@16	@18
No. 2 ribs.....	@13	@15
No. 3 ribs.....	@10	@11
No. 1 loins.....	@16	@19
No. 2 loins.....	@13	@16
No. 3 loins.....	@10	@12
No. 1 hinds and ribs.....	@15	16 @16½
No. 2 hinds and ribs.....	@13	13½ @14½
No. 3 hinds and ribs.....	@12	12 @13
No. 1 rounds.....	@11	@12
No. 2 rounds.....	@10	@11
No. 3 rounds.....	@ 9½	@10½
No. 1 chucks.....	@11	@11½
No. 2 chucks.....	9 @10	@11
No. 3 chucks.....	8½ @ 8	@10

DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@18½
Veals, country dressed, per lb.....	@16
Western calves, choice.....	@17
Western calves, fair to good.....	@15
Western calves, common.....	11½ @14
Grassers and buttermilks.....	@11

DRESSED HOGS.

Hogs, heavy.....	@10½
Hogs, 180 lbs.....	@10½
Hogs, 160 lbs.....	@11½
Hogs, 140 lbs.....	@11½
Pigs.....	@11½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@16
Lambs, good.....	@15
Sheep, choice.....	@11½
Sheep, medium to good.....	@10
Sheep, culls.....	5 @ 8

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@15
Smoked hams, 12 to 14 lbs. avg.....	@15
Smoked hams, 14 to 16 lbs. avg.....	@14½
Smoked picnics, light.....	@12
Smoked picnics, heavy.....	@11½
Smoked shoulders.....	@12
Smoked bacon, boneless.....	@16

Smoked bacon (rib in).....	@15½
Dried beef sets.....	@19
Smoked beef tongue, per lb.....	@21
Pickled bellies, heavy.....	@13

FRESH PORK CUTS.

Fresh pork loins, city.....	16 @17
Fresh pork loins, Western.....	14 @16
Fresh pork tenderloins.....	@30
Frozen pork tenderloins.....	@28
Shoulders, city.....	@14½
Shoulders, Western.....	@14
Butts, regular.....	14 @14½
Butts, boneless.....	15½ @16
Fresh hams, city.....	16 @17
Fresh hams, Western.....	15 @15½
Fresh picnic hams.....	12 @13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	80.00@ 85.00
Black hoofs, per ton.....	40.00@ 45.00
Striped hoofs, per ton.....	50.00@ 55.00
White hoofs, per ton.....	95.00@105.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	90.00@100.00
Horns, avg. 7½ oz. and over.....	280.00@285.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	90 @115c. a piece
Fresh cow tongues.....	60 @ 70c. a piece
Calves' heads, scalded.....	45 @ 50c. a piece
Sweetbreads, veal.....	45 @ 75c. a pair
Sweetbreads, beef.....	20 @ 25c. a pound
Calves' livers.....	@ 20c. a pound
Beef kidneys.....	@ 15c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	@ 10c. a pound
Oxtails.....	8 @ 9c. a piece
Hearts, beef.....	6 @ 7c. a pound
Rolls, beef.....	15 @ 25c. a pound
Tenderloin beef, Western.....	27 @ 35c. a pound
Lamb's fries.....	@ 8c. a pair
Extra lean pork trimmings.....	12½ @ 13c. a pound
Blade meat.....	@ 13c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@ 2½
Suet, fresh and heavy.....	@ 6
Shop bones, per cwt.....	20 @25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@80
Sheep, imp., medium, per bundle.....	@60
Sheep, imp., per bundle.....	@40
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@25
Hog, American, free of salt, tea. or bbls., per lb., f. o. b. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, in kgs, 1 cent over bbls. or tea.....	@—
Hog, middles.....	@12
Beef rounds, domestic, per set, f. o. b. Chicago.....	@18
Beef rounds, export, per set, f. o. b. New York.....	@23
Beef bungs, piece, f. o. b. New York.....	@16½
Beef middles, per set, f. o. b. New York.....	@73
Beef middles, per set, f. o. b. Chicago.....	@70
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 4½

SPICES.

	Whole.	Ground.
Pepper, SIng., white.....	18½	20½
Pepper, SIng., black.....	12	14
Pepper, Penang, white.....	18	20
Pepper, red Zanzibar.....	14	17
Allspice.....	6	8
Cinnamon.....	16	20
Coriander.....	4½	6
Cloves.....	24	27
Ginger.....	10	13
Mace.....	70	75

SALTPETRE.

Crude.....	4½ @ 5
Refined—Granulated.....	@ 5½
Crystals.....	5½ @ 7
Powdered.....	@ 6

GREEN CALFSKINS.

No. 1 skins.....	@ .36
No. 2 skins.....	@ .24
No. 3 skins.....	@ .14
Branded skins.....	@ .13
Ticky skins.....	@ .13
No. 1 B. M. skins.....	@ .28
No. 2 B. M. skins.....	@ .21
No. 1, 12½-14.....	@2.95
No. 2, 12½-14.....	@2.70
No. 1 B. M., 12½-14.....	@2.45
No. 2 B. M., 12½-14.....	@2.20
No. 1 kips, 14-18.....	@3.15
No. 2 kips, 14-18.....	@2.90
No. 1 B. M. kips.....	@2.65
No. 2 B. M. kips.....	@2.40
No. 1, heavy kips, 18 and over.....	@4.00
No. 2, heavy kips, 18 and over.....	@3.75
Branded kips.....	@2.20
Heavy branded kips.....	@2.55
Ticky kips.....	@2.45
Heavy ticky kips.....	@2.90

DRESSED POULTRY.

Turkeys—Dry packed—	
Western, dry-picked, sel., y. hens, bbls.....	@23
Western, dry-picked, av. best., bbls.....	21 @21½
Western, scalded, hens, bbls.....	@23

FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy.....	@16
Western boxes, 30 to 42 lbs. to doz., dry-picked.....	14½ @15
Fowl—Barrels—	
Southern and S. Western, dry-picked, avg. best.....	14½ @15
Other Poultry—	
Old Cocks, per lb.....	@12
Squabs, prime, white, 10 lbs. to doz. per doz.....	@4.50

LIVE POULTRY.

Fowls, Western, av. best, via freight.....	16½ @17
Fowls, via freight, Southern prime.....	@16½
Old roosters, per lb.....	@12
Turkeys, hens and toms, mixed.....	@18
Ducks, Western, per lb.....	@18
Geese, per lb., Western.....	@16
Guineas, per pair.....	@65
Pigeons, per pair.....	@30

BUTTER.

Creamery, Extras.....	36 @36½
Creamery, Firsts.....	32 @35
Process, Extras.....	26½ @27½
Process, Firsts.....	25½ @26

EGGS.

Fresh gathered, extras.....	31 @32
Fresh gathered, extra firsts.....	@30
Fresh gathered, firsts.....	28 @29
Fresh gathered, seconds and lower grades.....	24 @27
Fresh gathered, dirties.....	18 @19
Fresh gathered, checks.....	15 @17
Refrigerator firsts, local storage.....	20 @21
Refrigerator firsts on dock.....	20 @20½

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @20.50
Bone meal, raw, per ton.....	@27.50
Hoof meal, per unit, Chicago.....	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	@ 2.65
Nitrate of soda—spot.....	@ 2.60
Bone black, discard, sugar house del. New York.....	24.00 @25.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia.....	2.70 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.45 and 10c.
Garbage tankage, f. o. b. New York.....	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal).....	2.90 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. l. f. Charleston and New-Port News.....	3.20 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	—@—
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	@ 3.25
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.25
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

